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DISTRIBUTION DAGE

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THE FLIGHT THAT MADE

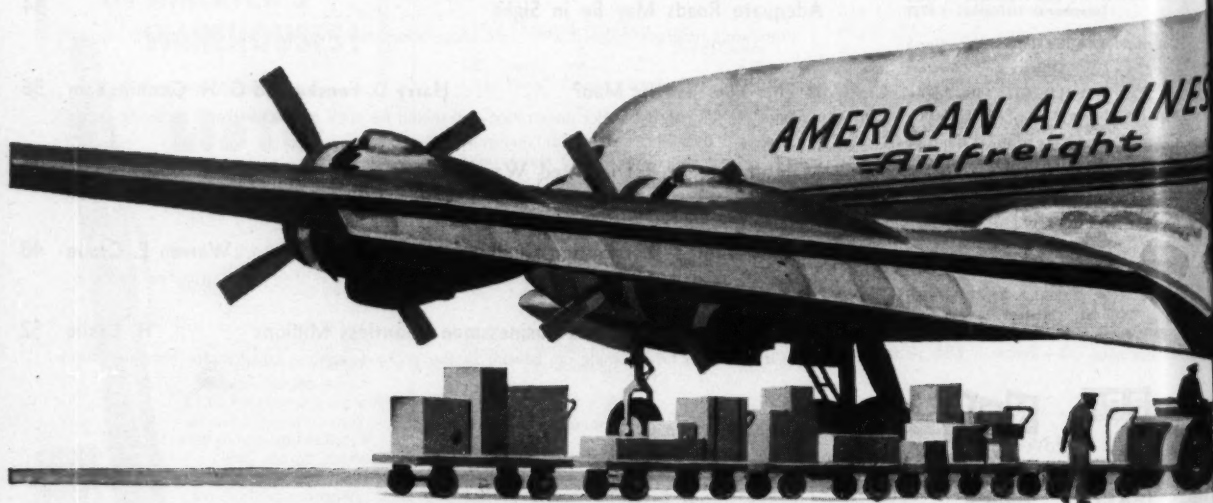
10 YEARS AGO, AMERICAN AIRLINES THE WORLD'S FIRST SCHEDULED

On October 15th, 1944, businessmen found a new way to send their wares to market when an American Airlines DC-3 flew the first flight of the first scheduled airfreight service. Though the event could not compete with the war headlines of the day, it did make news—and good news—to those seeking better methods of distribution.

In the first full year of operation alone, American Airlines delivered more than 2,500,000 pounds of cargo consisting mainly of fish, flowers and pharmaceuticals. Succeeding years saw impressive gains in both volume and variety as well as American's introduction of the first all cargo aircraft to be employed in scheduled freight opera-

tions. Today—with ponderous as well as perishable products moving daily by air, the amount of freight carried by American in 1954 is expected to exceed 100,000,000 pounds—again establishing American as the leading carrier of Air Cargo.

With service to leading industrial centers throughout the United States, American Airlines Airfreight is an industry-wide offering whose full potential can only be measured by the imaginations of those who explore and employ its services. American Airlines, Cargo Sales Division, 100 Park Avenue, New York 17, New York.



AMERICAN AIRLINES INC.
America's Leading Airline

On the Line—



Put it "ON THE LINE!"

"THAT'S bad?" a truck driver asked, as we grieved about crowded highways and poor roads. "How'd you like to be behind the wheel of my cab—for six days a week?"

He gave us a lurid, gruesome description of accidents, near-accidents, hours-late schedules, costly overtime, angry bosses, and so on.

To most of us, the highway situation since World War II is an old story. We've heard the railroads blame the truckers, the truckers blame passenger cars, and vice versa.

The truth is that we, as a nation, have outgrown our highways as we have outgrown our housing, our plants, warehouses, airports, freight terminals—almost everything.

Recently, President Eisenhower gave the state Governors, and the citizenry, something to think about: A 10-year, \$50 billion highway modernization program. It was received with mixed feeling. If there was a common reaction, it could be phrased, "Who and how will we foot the bill?"

The countless solutions advanced have fallen into one of three categories: Federal-state financing; various state tax plans, except third structure; and investment or credit financing. Some plans are self-liquidating, others mortgage our grandchildren.

Let's be realistic: You have a big stake in our highways—whether you are a railroad executive, airline agent, or captain of a ship that plies the seas. Some part of the cargoes that you help move have come over the highways—they couldn't come, more economically, any other way.

As a reader of this publication, your interest in highway transportation extends beyond admiration of fall colors of the countryside or a trip to Aunt Mary's turkey farm.

You know that, directly or indirectly, you and your company are going to share the burden of payment. Who should collect it? Do you want a direct reminder of each payment or do you want it buried in the price of your groceries, gasoline, real estate, or other things you buy?

There's a postage-free post card, facing Page 49, that contains the leading suggestions to date. Check one, or write your own, and mail it to us. We'll see that the right people get it. Your vote may influence the future of our highways.

This is an American way of solving a problem. Express yourself now—or shut your face in the future.

Put your opinion ON THE LINE!

Yakkety Yak

Too many state and county road awards are political rewards.

... And, judging from some of the detours we've seen they're planned the way certain hillbillies planned their new jail. Quote:

... We'll build the new jail out of material in the old jail. We'll keep prisoners in the old jail while we're building the new jail, then put them in the new jail while we're tearing down the old jail.

FAITH—If we put our ideas together, we'll solve this highway muddle.

... But we must have the faith of the little girl who went with her parents to a rural prayer meeting for rain. Only she brought an umbrella.

ELECTION—The political orators remind us of Grandpappy. "What this country needs," he said, "is fewer Democratic and Republican Representatives and more United States Representatives."

"The Name's the Same"—Companion by-lines on the article on Page 36 should provide old track and field fans with nostalgic memories of a couple red hot milers who were burning up the tracks decades ago. Unfortunately, relationship, if any, of authors Fenske and Cunningham to milers Cunningham and Fenske has not been verified.

A. R. Greene

Editor

**GOOD
NEWS FOR
SHIPPERS**



**United
announces
NEW
RESERVED SPACE
AIR FREIGHT
PLAN**



**United's New DC-7s Have
9,000 lbs. Cargo Capacity!**

Large or small, crated or uncrated items ... there's plenty of room in a United DC-7. Two compartments (longer than a freight car!) that'll move your product coast-to-coast in less than 8 hrs. No other DC-7 in the world can equal this capacity for air-mail and parcel post, air express and air freight. And, of course, no other airline can equal United for service and dependability.

Know in advance when shipments will move in and out. It's the sure way to keep things running smoothly and your customers happy.

United Air Lines—with the nation's greatest, high-speed air freight capacity—introduces a new *Reserved Air Freight Plan* that provides air freight shippers and receivers with guaranteed air freight space. Reserved Air Freight moves on most United flights; is offered after consideration of space requirements for air mail and air express. Only United offers service like this in the U.S.

All you do is contact your local United Office or Air Freight representative. Give them the facts about weight, size, destination and the shipping schedules you wish to meet.

You're guaranteed Reserved space for direct service between 80 U.S. cities coast-to-coast, border-to-border and Hawaii.

Get the facts today! Phone or write your nearest **UNITED AIR LINES** office for full information.



THE NATION'S NUMBER ONE COAST-TO-COAST AIRLINE

EQUAL PERFORMANCE



OUTSIDE AND INSIDE

HYSTER XA-60 (6000 LB) AND ZA-80 (8000 LB) LIFT TRUCKS CAN TAKE ROUGHEST GOING OUTSIDE...MANEUVER IN TIGHT QUARTERS INSIDE

Both of these Hyster lift trucks give you the *most truck* in the least space...because they are specifically designed to withstand the hardest kind of outdoor use, and yet provide the easy maneuverability *inside* your plant formerly available only with lift trucks of much smaller capacity. (The Hyster ZA-80 is pictured at left, XA-60 at right above.)

Large pneumatic tires provide extra traction outdoors, give smooth riding indoors—afford-

ing extra protection to your floors and building.

Either of these trucks often makes it possible for a plant to operate *one truck instead of two*... offering performance unsurpassed for inside-outside work cycles. Both trucks offer lower maintenance, longer life and lower operating costs than which have long been considered normal for lift trucks of these capacities. Call your Hyster Dealer today for full information, or write for Catalogs 1230-A, 1231-A.

THERE'S PROFIT IN
**HYSTER
POWER**

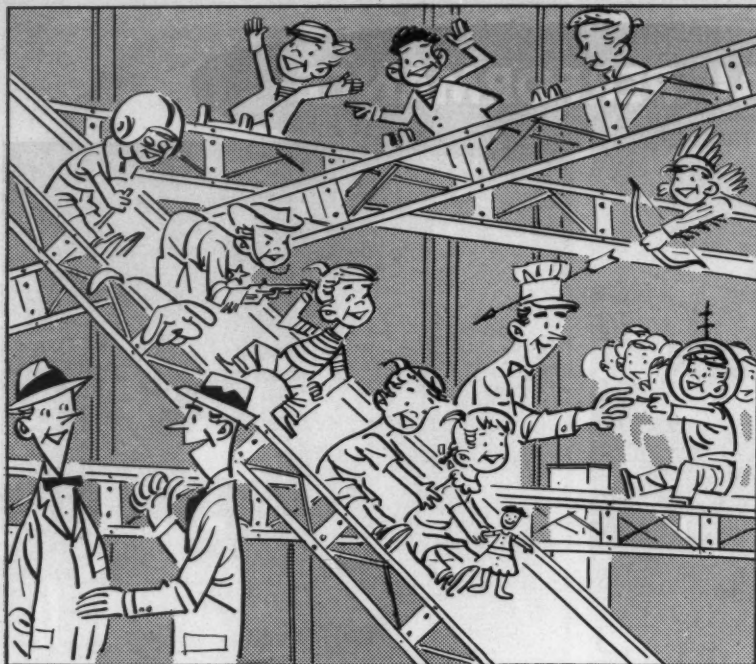
A Complete Line of New and Used Industrial Trucks 1,000-30,000 lbs.

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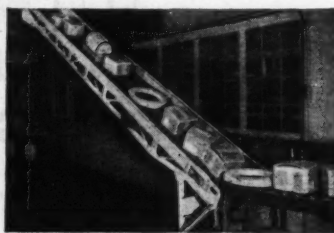
We ship so fast with our Farquhar Conveyors that production can't keep up! So we sell rides to the kids!

Farquhar Conveyors Keep Production On the Go!

Farquhar Conveyors save time, labor, money... and we can *prove* it! Not just with paper and pencil, but with actual results in operations like yours all over the country! Testimonials in our files (some of which are described in the free booklet offered below) from every type of business imaginable, prove Farquhar conveyors work better, give longer, more trouble-free service and pay for themselves in operation, many times over! What's more, Farquhar can do the same for you!

Whether you move bulk or packaged materials—horizontally or from floor to floor—Farquhar can cut *your* handling costs to rock bottom. Probably your problem can be solved by one or more of Farquhar's "standard" portable, semi-permanent or permanent

power-belt and gravity conveyors. On the other hand, where a specialized system is called for, our engineers will be glad to work with you... at no obligation, of course. Find out how Farquhar can help you—a note on your letterhead will bring one of our men on the run.



Typical packaged materials handling installation. Farquhar conveyors stack, pile, store or move materials faster and easier—cut all your handling costs to the bone.



**POWER-BELT
AND
GRAVITY
CONVEYORS**

**Farquhar
CONVEYORS**

FREE! "Owners Report"—a booklet of case histories of money-saving conveyor installations.

MAIL COUPON FOR YOUR COPY

THE OLIVER CORPORATION
A. B. FARQUHAR DIVISION
Conveyor Dept. 0-56, York, Pa.

Gentlemen:
Please send me my free copy of "Owners Report."

Name.....

Firm.....

Address.....

City..... Zone..... State.....

Circle No. 111 on Card, facing Page 49, for more information

LETTERS TO THE EDITOR

Inherent Advantage

To The Editor

In the article entitled "Exploring the Railroads' Inherent Advantages" starting on Page 21 of the August issue of *DISTRIBUTION AGE*, the author makes a statement that federal and state regulation is tending to deprive railroads of the mass traffic movement to which they are naturally fitted, and to keep them forcibly in the small-lot carrying business, where they are economically inferior to other agencies.

It would be appreciated, if you would explain to me just how this state of affairs is brought about by regulation.

M. O. HOOTMAN,
Traffic Manager

John Deere Ottumwa Works
Ottumwa, Iowa

The state of affairs tending to deprive railroads of the mass traffic movement for which their so-called "inherent advantages" fit them, to which I referred in my article "Exploring the Railroads' Inherent Advantages" in the August issue, comes about because of inequality in regulation by state and federal authorities. No other agency of transportation is required to accept all the traffic offered, and no other agency is held so rigidly to non-discriminatory rate-making as the railroads are.

The justification for the detailed regulation of pricing and service to which the railroads are subjected is derived from the assumption that most people are unable to provide their own transportation and, hence, must rely on common carriers; and the further assumption that the railroad is a monopoly and, hence, strongly motivated to charge extortionate prices and to engage in wholesale discriminations against persons and places where the monopoly power is most complete. This may have been largely true at one time, but is not the case today.

An enormous tonnage has been diverted from the common carrier railroads for transportation by other means, mostly contract and private trucks, at charges which are lower than the regulatory authorities have decreed to be fair. This traffic most often has been that which is economical to haul.

The railroads doubtless could have reduced their rates sufficiently to have retained this business, and still have been money in pocket. But here their "common carrier" status has been used to defeat them; since under the "common carrier" concept, reduction in rates to meet favorably-situated competition is not permitted unless similar reductions also are made on less-favorably-situated traffic.

Since the railroads could not afford to make the reductions on virtually all of their traffic that the contract (Please Turn to Page 94)

Chuting the NEWS

Coming Events

- Oct. 13-15—Southwest Warehouse & Transferrers' Assn., Plaza Hotel, San Antonio, Tex.
- Oct. 13-15—National Traffic Committee of the Trucking Industry, Washington, D. C.
- Oct. 14-17 — Missouri Warehousemen's Assn., Hotel Muehlebach, Kansas City, Mo.
- Oct. 18-20—Society of Automotive Engineers, Inc., National Transportation Meeting, Sheraton Plaza Hotel, Boston, Mass.
- Oct. 18-22—42nd National Safety Congress & Exposition, Chicago.
- Oct. 19-20 — American Short Line Railroad Assn., 41st Annual Meeting, New York, N. Y.
- Oct. 20—Materials Distribution Conference, Material Handling Institute, Drake Hotel, Chicago, Ill.
- Oct. 20-21—108th Regular Meeting, Mid-West Shippers Advisory Board, Fort Wayne, Ind.
- Oct. 24-27—Annual Convention, National Defense Transportation Assn., Pittsburgh, Pa.
- Oct. 25-27—16th Annual Forum of Packaging Institute, Hotel Roosevelt, New York, N. Y.
- Oct. 25-29 — Annual Convention American Trucking Assn., Waldorf Astoria, New York, N. Y.
- Oct. 25-29—American Assn. of Port Authorities, 43rd Annual Convention, San Francisco, Cal.
- Oct. 27-28—Northwest Shippers Advisory Board, Fargo, N. D.
- Oct. 28—Ontario Div. of Canadian Industrial Traffic League, Inc., Annual Meeting, London, Ontario.
- Oct. 29—Annual Meeting, American Society of Traffic and Transportation, Washington, D. C.
- Nov. 8—National Assn. of Railroad & Utilities Commissioners, Annual Convention, Chicago, Ill.
- Nov. 8-10—Central Western Shippers Advisory Board, Lincoln, Neb.
- Nov. 10-12—18th National Time & Motion Study & Management Clinic, Hotel Sherman, Chicago.
- Nov. 18-19—National Industrial Traffic League Convention, Statler Hotel, New York, N. Y.
- Nov. 18-20—United Van Lines, Inc., Hotel Chase, St. Louis, Mo.
- Nov. 29-Dec. 6 — 1st International Automation Exposition, 242nd Coast Artillery Army, New York.
- Dec. 8-9—Michigan Movers' & Warehousemen's Assn., Detroit, Mich.
- Dec. 14-15—Material Handling Institute, Annual Meeting, Hotel Statler, New York, N. Y.

Associated Traffic Clubs of America Conduct 31st Annual Meeting in Louisville, Ky.

Hugh Meglone Milton II, assistant secretary of the Army Manpower and Reserve Forces, gave an "Army Progress Report" Sept. 28 at a banquet climaxing the 31st Annual Meeting of the Associated Traffic Clubs of America, in Louisville, Ky.

Beginning with committee and officer reports and general business sessions, the convention covered a variety of subjects pertinent to traffic.

—DA—

News Briefs

Delta-C&S Air Lines pressed its 10-year fight to extend its routes into the Washington-New York area in a hearing before the CAB Sept. 8.

R. H. Davies, vice president, Clark Equipment Co., has been appointed chairman of a special MHI Committee to handle arrangements for the 1956 Handling Exposition.

The University of Wisconsin, Milwaukee Extension Div., in cooperation with the Milwaukee Traffic Club, Transportation Club of Milwaukee, and the Women's Traffic Club, is making available through scholarships a new course in transportation and traffic management.

Deliveries of new domestic freight cars in August totaled 2,297 compared with 1,801 in July and 5,557 in August, 1953.

Appointment of Michael LePere as regional representative for Illinois, Indiana, Michigan, Ohio and Wisconsin, has been announced by the National Highway Users Conference.

Gen. Lucius D. Clay (USA-ret.) has been appointed chairman of a special advisory committee to help solve state-Federal problems connected with putting into effect President Eisenhower's proposal calling for expenditure of an additional \$50 billion for highway improvements over a 10-year period.

E. F. Ryan, president of The Rail-Trailer Co., spoke on "A New Day in Transportation" at a special Piggy-Back Luncheon Tuesday. Other speakers included: Brigadier General F. S. Besson, Jr., commanding general, Transportation Training Command, Fort Eustis, Va.; H. C. McClellan, president, National Association of Manufacturers, and Hunter Holding, vice president, Equitable Life Assurance Society of the U. S.

—DA—

Traffic Committee

The Trucking industry's National Traffic Committee will meet in Washington Oct. 13-15. Highlight of the meeting will be the group's discussion of NTC Appeal No. 63, involving a limitation of liability rule proposed to be published in the NMFC.

—DA—

Truck Leasing System Names Officers

At the 10th Annual Meeting of National Truck Leasing System, in Chicago, Sept. 12-15, elections were held with the following results: Re-elected as president was Howard Willett, Jr., and as vice president, R. D. Sidel. Sam Palisano was elected secretary, and Ray Brundige, treasurer. Other members elected to serve on the Executive Committee: Robert Barrett, John Black, Jr., and Sheldon Ackerman. Miss Martha Dunlap continues to hold the appointment of executive secretary and manager.

(Please Turn Page)

Chuting the News . . .

(Continued from Preceding Page)

High-Level Materials Distribution Conference Announced by Material Handling Institute

An all-day working conference on new concepts of integrating materials handling to transportation from the management viewpoint has been announced by the Industry Service Committee of The Material Handling Institute.

The conference will convene in Chicago at the Drake Hotel, Oct. 20. Attendance will be limited to policy-making executives of the transportation and manufacturing

industries in the Chicago area.

The conference is co-sponsored by the Chicago Association of Commerce and Industry.

Following the format developed for a similar conference last September in Detroit, four speakers will present monographs in the morning. The afternoon will be devoted to questions, arguments and a discussion of the morning papers by the conferees.

—DA—

AMA Names Five

Five packaging executives have been appointed to the Packaging Planning Council of the American Management Association. Together with the 14 reappointed members, they will serve in planning the association's conferences, seminars, and other educational activities in the area of packaging.

New members are George W. Aljian, California & Hawaiian Sugar Refining Corp.; John F. Apsey, Jr., The Black & Decker Mfg. Co.; C. W. Harper, Sears, Roebuck and Co.; J. E. Marmon, Eli Lilly and Co.; and A. A. McCurry, National Biscuit Co.

ICC Suspends Rates

The ICC on Sept. 3 suspended rail volume rates on lcl shipments of 5,000 lb or more scheduled to become effective Sept. 4, applying interterritorially between Central and East and between Trunk Line and New England territories.

—DA—

Intercity tonnage transported by motor carriers in the second quarter was 4.2 per cent less than the record second quarter volume in 1953; but still 6.7 per cent above the 1952 second quarter volume.

Materials Handling Training Conference



Eighteen men from three nations were enrolled for the First Annual Materials Handling Training Conference recently at the Lake Placid Club, Essex County, N. Y. Courses consisted of approximately 110 hours of lectures, problems, and case study work directed by leading equipment specialists, consultants, and industrial materials handling engineers

River-Rail-Truck Terminal



Site of the Pittsburgh District's new 103-acre river-rail-truck terminal is three and a half miles down the Ohio River from the steel city's Golden Triangle. The McKees Rocks River Terminal, one of the most spacious on the inland waterways, will aid new and more economical shipping and distribution programs. It is a joint venture of Union Barge Line Corp. and McKees Rocks Industrial Enterprises.

Boston, Syracuse Sites Of Traveling Clinics

The Material Handling Institute has completed plans in cooperation with the New England and Syracuse Chapters, American Materials Handling Society, for the presentation of two Traveling Clinics.

The first Clinic will get underway at 9 a. m. Tuesday, Oct. 5, at the Sheraton Plaza Hotel, in Boston, Mass. A similar Clinic will be conducted the following day at the Hotel Syracuse, in Syracuse, N. Y.

—DA—

CAB Mail Protest

In a statement filed Sept. 10 with the Civil Aeronautics Board, 69 railroads which handle about 97 per cent of railroad mail challenged the legality of the experiment being conducted in flying first-class mail at less than air mail rates between New York and Chicago and Washington and Chicago.

—DA—

Out Of Business

Cole Co., Alabama trucking firm, recently closed down its \$6 million operation following a labor disagreement. Jack Cole, president, attributed his shut-down to a dispute with the Teamsters' Union over fringe benefits. Cole also is president of American Trucking Associations, Inc.

Warehouse Operating Conferences



Officers of the National Furniture Warehousemen's Assn. are shown at the NFWA-sponsored 3rd Annual Operating Conferences in Chicago, Aug. 19-21. Those pictured are (l to r) Edward D. Byrnes, executive secretary; George A. Winkler, Jr., president; and Philip Larnier Gore and William J. Croul, vice presidents and chairmen of the Controllors and Engineering Conferences, respectively. Not pictured is George A. Julin, chairman of arrangements. The conferences, designed as an executive training course in the fundamentals of warehouse operation, featured top industry speakers on all phases of warehousing. Some of the subjects discussed included: Law, costs, sales, rates, insurance, planning, office management, estimating, and leadership

Local Cartage National Conference Gathers In Philadelphia for Annual Convention

As this issue of DISTRIBUTION AGE goes to press, the Local Cartage National Conference is gathering at the Warwick Hotel in Philadelphia, Pa., for its Annual Convention. The meeting opened Sept. 29 and will continue through Oct. 2.

In addition to general sessions, separate programs are being conducted for cartage operators and heavy and specialized carriers.

Subjects include: Leasing orders, piggy-back, equipment, rail quantity lot rates, costs, ICC interpretations, and other topics.

In addition to the business and information sessions, a social program has been planned for members attending, and a special program for the ladies in attendance. The convention will come to a close Saturday night with the annual dinner dance.

Reciprocity Meeting

Breakdown of interstate motor truck reciprocity, provoked by the Ohio axle mile tax, brought together trucking industry leaders from areas affected, at a meeting Sept. 15 in Cleveland, Ohio.

According to John V. Lawrence, managing director, ATA, reports at the meeting indicated that the problem of interstate movement of trucks is becoming aggravated instead of improving. Possibility of further retaliatory actions by other states against Ohio is by no means ended, he pointed out.

Estimated net income of 130 Class I railroads in July amounted to \$49 million, compared to \$72 million in 1953.

DTA Coordinator

Appointment of John P. Dennis as coordinator of Defense Transportation has been announced by Defense Mobilizer Arthur S. Fleming.

Engineers met in Dallas recently to form a Dallas-Fort Worth Chapter of the Society of Industrial Packaging and Materials Handling Engineers.

Hanson & Shea, Inc., of Pittsburgh, Pa., has been commissioned by the Material Handling Institute to handle the 1956 Materials Handling Exposition, in Cleveland.

Anti-Trust Suit

A \$90 million anti-trust suit was filed in Washington Sept. 22 by Riss & Co., Kansas City, one of the nation's largest motor carriers, against 85 individual railroads, four railroad associations, including the Association of American Railroads, and Carl Byoir & Associates, Inc.

Port-Harbor Conference

All major ports of the world are expected to have representation in Los Angeles Nov. 1-5, when the Second International Port and Harbor Conference will be conducted at the Ambassador Hotel. The Los Angeles Board of Harbor Commissioners will host the session, with some 68 major nations expected in attendance.

National Truck Rodeo Names Top Drivers

America's three top truck drivers were chosen last month at finals of the National Truck Rodeo in Chicago. The ATA-sponsored event selected: Aubrey L. Harper, Super Service Motor Freight Co., Chattanooga, Tenn., first in the straight truck class; Lloyd Eavis Powell, Harvey Ragland Co., Birmingham, Ala., first in the single axle semi-trailer class, and Russell Sheldon, Motor Cargo, Inc., Akron, O., first in tandem axle semi-trailer class.

Piggy-Back Failure?

E. F. Ryan, president of Rail-Trailer Co., Chicago, Ill., has predicted that all-rail piggy-back service will fail, as in the past, simply because "there is neither a need nor demand for this type service." Speaking before the Trans-Missouri-Kansas Shippers Board last month, Ryan contended that in order to make the service a success, the railroads must get business from motor common carriers.

The Great Lakes Overseas Freight Conference has announced the appointment of George H. Weiss as manager-secretary.

Chuting the News . . .

(Continued from Preceding Page)

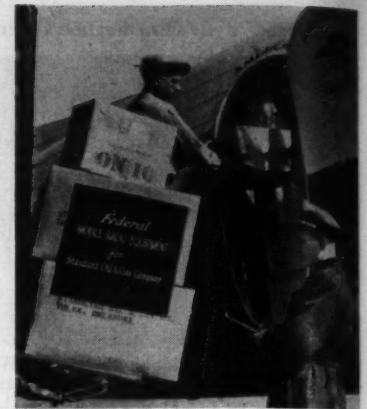
Airfreight's Tenth Anniversary



On the 15th of this month the airfreight industry will celebrate its 10th anniversary. A New York World Telegram account of Oct. 16, 1944, tells how the service was inaugurated with an American Airlines freight-only flight from

New York to Burbank, Cal. The first flight carried 6,000 lb of cargo, mostly war priority goods.

Strides made in the past 10 years are indicated by tonnage figures. Although the first flight was made in October of 1944, the



Then and now—the picture above depicts an earlier day hand-to-hand operation as American Airlines personnel load the old 6,000-lb capacity DC-3. The photograph on the left illustrates modern mechanized loading methods and equipment as a new DC-6A is prepared for flight

war delayed expansion and the first full year of operation was not recorded until 1945. Total ton-miles handled in 1945 came to 1,945,711. The 1953 figure for all-industry grew to some 233,107,880 ton miles.

MEN in the NEWS

Materials Handling

Earl W. Williams—named treasurer, Electric Storage Battery Co., Philadelphia, Pa. The firm also named **Edward J. Dwyer**, secretary.

Ross Miller—new sales manager, St. Paul Hydraulic Hoist, Mattoon, Ill.

Edward C. Hamm—named vice president and director of sales, Colson Elyria, O.



W. M. LeMayeau—appointed manager, Western Div., National Account Sales, Gould National Batteries, with headquarters in San Francisco.

William L. Peck—named advertising and sales promotion manager, The Raymond Corp., Greene, N. Y.

Ray J. Dervey—named general sales manager, American Hoist & Derrick Co., St. Paul, Minn.

Nelson M. Hammell—new sales manager of the Gripper Arm program, Rheem Mfg. Co., Philadelphia.

P. L. Dafoe—named to head Acme Steel Products' new Dexion Div.

Robert A. Pritzker, president, Colson Corp., Elyria, O.—elected to membership in the Young President's Organization.

Packing & Packaging

Thomas W. Reagan—appointed sales manager, General Box Co., Des Plaines, Ill.



James F. Ferguson, vice president and general sales manager, General Box Co., Des Plaines, Ill., and long active in the Wirebound Box Mfg. Assn., died after a heart attack on Aug. 12. He was 54.

Clarence E. Rapp—named president, Ideal Stencil Machine Co., Belleville, Ill.



Homer Murphy—appointed sales manager of the Angelus Paper Box Div., Robert Gair Co., Los Angeles, Cal.

Traffic

H. L. Huffman—appointed eastern traffic manager, United States Gypsum Co., with headquarters in New York.

B. J. Riggs—appointed general traffic manager, Behr-Manning Corp., Troy, N. Y.



John S. Hafner—named traffic manager, Chrysler Corp. of Canada, Windsor, Ontario.

A. E. Rohrer—named traffic manager in charge of rates, Interstate (Please Turn to Page 53)



Washington

DA

By Ray M. Stroupe, *Chilton Washington News Bureau*

Spotting Services

Proposed changes in ICC rules governing railroad rates for spotting cars in industry yards in given areas could, if adopted, alter shippers' relations with the carriers. Industry is especially interested in the fate of an ICC examiner's recommendations for naming permitted delays in car-spotting activities that would not bring on extra charges against the shipper. National Industrial Traffic League, submitting exceptions to the proposed changes, calls for a clear statement that the charge made for temporary delays is not confined to "unusual, infrequent, occasional, and not reoccurring" delays.

Chinaware Shipments

Freight forwarders and railroads have new authority from ICC to set up released commodity rates on shipments of chinaware and related products between the East and West Coasts. Rates apply only to those items with a declared valuation of not more than 25¢ per lb. Shipments will have to be made under other published rates if the value per lb is unstated or if it exceeds 25¢.

Traffic Control

New study of freight traffic management within the Defense Dept. is being made for the Hoover Commission under acting direction of John R. Staley, traffic vice president of the Quaker Oats Co. A concurrent survey of Defense Dept. passenger traffic management is under direction of James K. Knudson, former Interstate Commerce Commissioner.

Tax Exemption

Demurrage charges connected with federal government freight shipments are not subject to transportation tax, Internal Revenue Service rules. The agency points out that property shipped to or from the government on official bills of lading is exempt from the tax. Therefore, says IRS, the tax does not apply to charges for accessorial services on tax-exempt transportation movements.

Cargo Handling

Improved cargo handling practices and lower costs of transportation are producing economies of almost \$1 million this fiscal year, the Army says. This sum is in addition to an estimated \$1.2 million drop in freight rates expected by the Army in coming months. Rate adjustment procedures placed in effect early this year were designed to permit this latter saving.

Carriers' Insurance

Highway carriers believe the ICC will disapprove a new petition to require a great increase in the public liability and property damage insurance carried by truckers when they haul explosives and other dangerous articles. Petitioners are five railway labor unions. An ATA reply to the petition observes that the new request presents nothing of consequence not found in another railway union petition filed last March and denied by ICC in May.

Cost Reduction

Cheapest method of handling empty apple boxes in commercial storage and packing houses in the Pacific Northwest, according to U. S. Agriculture Dept., is to use clamp-type, 2-wheel hand trucks. Estimated cost of moving 1,000 boxes from storage points through the packing line and back to storage is \$6.15. Cost rises to \$11.63 when manual handling is combined with use of hand trucks. When industrial fork-lift trucks and pallets are employed, the cost is \$8.22 per 1,000.

Space Transfer

Inactivation of 17 Army supply depots in the U. S. by mid-1956 will free about 15 million ft of covered floor space for use by other agencies. Some 12 million ft will be released to the Air Force and General Services Administration. Defense Dept. is working out plans for utilizing the remaining 3 million ft. Army figures its closing of unneeded facilities will permit \$30 million to be trimmed from costs.

Tariff Action

Suspended and now being investigated by ICC are proposed tariff schedules offering new rail volume rates on lcl shipments of 5,000 lb and over, to apply between Eastern and Central Freight Assn. points. These schedules were to have become effective on Sept. 4. Their use is deferred through next April 3, pending further word from ICC.

Rate Adjustment

Vetoed by President Eisenhower last month was a bill to limit federal agencies' rights to seek lower rates on freight shipped by common carrier. The bill would have barred the government from asking lower rates after 180 days from the time rate agreements are reached. In the President's view, the 180-day limitation would have been a serious handicap to federal shippers. Commercial shippers, he noted, have up to two years to appeal to ICC "to determine whether the agreed rate is lawful."

(Please Turn to Page 78)

MORE PAYLOAD SPACE YET WHITE 3000 TAKES LESS SPACE ON STREETS



"FOR MANEUVERABILITY, maintenance and all-around operation, the White 3000 is the finest tool in transportation today."

That is the report from leaders in every business from coast to coast.

For example, look at the modern Whites being used by Atlantic Container Company. Five White 3000's replaced five other make conventional trucks. With 20 ft. bodies they take less space on the streets than other trucks with bodies two feet shorter.

No doubt about it—the White 3000 is tailored to today's traffic... today's operation conditions... today's need for operating economy.

See your White Representative for facts.

THE WHITE MOTOR COMPANY • Cleveland 1, Ohio

"Finest Transportation Tool Today"

These White Model 3016's have 20 ft. aluminum bodies hauling up to 6 tons of corrugated boxes. They operate to warehouses and plants in the east.

"Wonderful advertising value," says Al Sofoul, general manager of R.N.G. Commercial Auto Renters, Inc., Brooklyn.

*... With the patented
safety power-lift cab*



FOR MORE THAN 50 YEARS THE GREATEST NAME IN TRUCKS

Circle No. 108 on Card, facing Page 49, for more information

Author claims that development of the air-freight industry can be accomplished best by certificated passenger-cargo operators who can provide for its growth and encouragement minus government subsidy



OCTOBER, 1954
Vol. 53, No. 10

Combination Carrier Examines Our National Air Cargo Policy

IN THE September issue of DISTRIBUTION AGE (Page 39) extracts from the "Air Coordinating Committee Civil Air Policy Report" were quoted and commented upon with respect to Air Cargo. Dr. Frederick, the author of this article, endorsed, in turn, each of the four policy recommendations of the Committee.

In considering these specific points, it is important to recognize that the over-all document was prepared at the request of President Eisenhower in order to arrive at a clear and comprehensive statement of the aviation policies of the Administration.

President's Message

In releasing the report, the President stated, "The report has been presented to me and reflects this Administration's central objective in this field—to strengthen American aviation. In order to carry out this broad policy, the Committee has made certain specific recommendations in such phases as air transport routes and subsidy, air cargo, airports and airways, aviation safety, mobilization planning, and some aspects of aircraft manufacturing.

"In each case, the Committee has been guided by the desire to promote the most effective government relationship with the civil aviation industry and to gain

By C. R. Speers

*Senior Vice President—Sales
American Airlines, Inc.*

*President
Air Traffic Conference,
Air Transport Assn. of America*

the greatest public benefit from every dollar of government aid expended."

In connection with the section of the report dealing with air cargo, it is important to note that the CAB abstained from participation on this subject because of direct applicability to cases now before it.

With this background of general information concerning the over-all report and the abstention of the CAB from the specific air cargo section, we think it is appropriate to examine further the four recommendations on air cargo from the viewpoint of a scheduled airline handling both passengers and cargo.

Four Recommendations

1. *The further development of the air cargo industry, with particular emphasis on all-cargo services, is in the national interest and should be encouraged.*

The above policy recommendation, standing alone, certainly is a statement on which all can agree. However, the preliminary

language in the report which precedes this policy statement is confusing, since it may give the impression that it is primarily through the encouragement of the scheduled all-cargo carriers that this national interest is promoted.

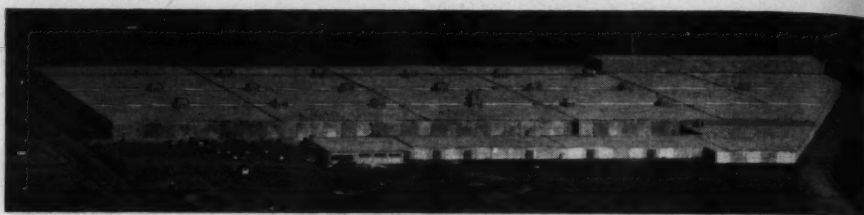
An important fact to keep in mind is that the employment of all-cargo aircraft by the scheduled passenger/cargo airlines, which aircraft operate as a complement to the combination passenger/cargo aircraft, provides the surest and most economical means for this objective to be attained.

The scheduling of these all-cargo aircraft by the passenger/cargo airlines is now, and will continue to be, dictated specifically by the needs of cargo traffic. The operation of American's fleet of DC-6A's and DC-4's as exclusive airfreighters is evidence of this.

Proper Growth

In connection with this first policy statement, the report states that the proper growth of the air cargo industry will provide, in addition to economic benefits, a civil air fleet forming a substantial security asset in the event of national mobilization.

We agree with this but suggest that proper growth may mean different things to different people, and the closest scrutiny should be
(Please Turn to Page 54)



This new single-story warehouse has 624,600 sq ft of space, including 42,560 sq ft of dock area; 34,680 sq ft of shipping space, and 547,360 sq ft of actual storage area

Hardware Warehousing



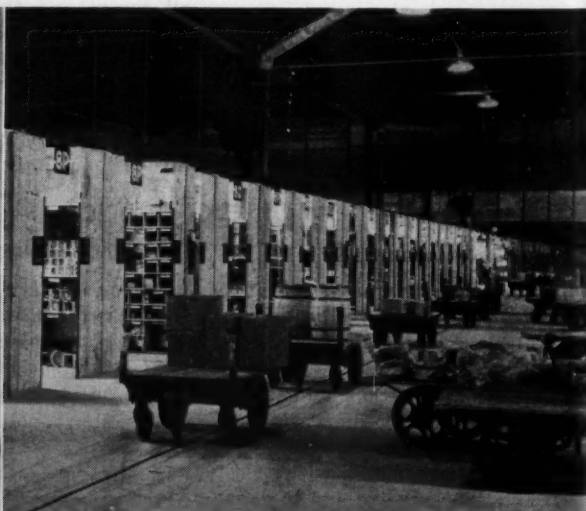
Truck loading dock is roofed, but because of Memphis' temperate climate, is not enclosed. Its 55-truck facilities can be doubled with new driveway

IN A NEW 624,600-sq ft warehouse, a Memphis, Tenn., hardware wholesaler, Orgill Bros. & Co., is handling the same volume of business as was handled in the old multi-story warehouse—with 35 fewer employees.

The need for more space to handle its present volume profitably, and to provide for future growth, led to construction of the new single-story building. The former location, a grouping of seven buildings, some of which were not even connected, prohibited expansion.

Twenty-six railroad cars can be spotted at roofed siding; dock is kept clear for easy maneuverability of all vehicles

5,900-ft in-floor type truck dragging system passes within 65 ft of any spot in warehouse, travels at speed of 68 fpm



In a new, one-story warehouse, this Memphis hardware wholesaler is handling the same volume of business as was handled in the former multi-story, seven-building warehouse—and with a total of some 35 less employees

Southern Style

It had reached the point where Orgill, under the old system, could have shown a larger profit by turning down several million dollars worth of orders annually.

Although years of planning went into the new warehouse before the foundation was laid, the decision to build was justified after only a few months of operation.

Outstanding features of the new warehouse include:

A 5,900-ft, in-floor type truck dragging system which passes

within a maximum of 65 ft of any section of the storage area;

A fleet of five fork trucks for palletized merchandise, and an overhead, 6-ton crane system for lengthy, heavy and bulky objects;

A 26-car rail dock and a 55-truck motor freight dock, both of which are roofed;

Storage area identification numbers coordinated with customer catalog and salesmen order form numbers, so order fillers can pick merchandise by the location number and quantity figure shown on

the warehouse work order forms. Automatic (IBM) processing of all orders.

Warehouse Construction

Walls of the new warehouse are of poured concrete construction. The only openings are safety doors and doors to the docks. The building has 547,360 sq ft of warehouse space, 42,560 sq ft of docks, and 34,680 sq ft of shipping area. It occupies 13 acres of a 35-acre tract.

The concrete floor was laid on 6-ft footings, and the wall section poured on the floor and tilted into place. The roof is a steel deck covered with a vapor seal, 2-ply, 1½-in. insulation board, then built-up tar and gravel roofing.

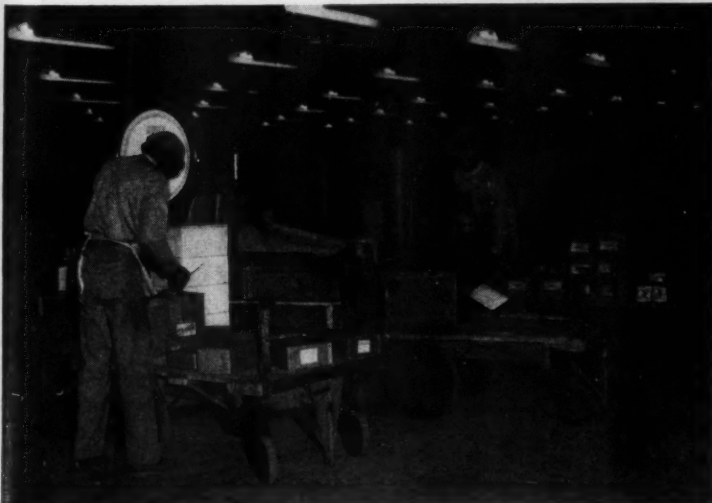
All fireproofing precautions were taken in consideration. The warehouse is sprinklered and has a 100,000-gal capacity tank.

In-Floor System

The endless in-floor type truck dragging system makes four loops in the 504 x 1,200-ft warehouse area, and one loop in the order assembly and shipping areas. Power is applied at five points and switches are conveniently located for emergency cut-offs.

Dog-leg instead of right angle
(Please Turn Page)

In this shelf hardware packing area, outgoing orders are completed and weighed. Four-wheel trucks are disengaged and wheeled by hand to tables



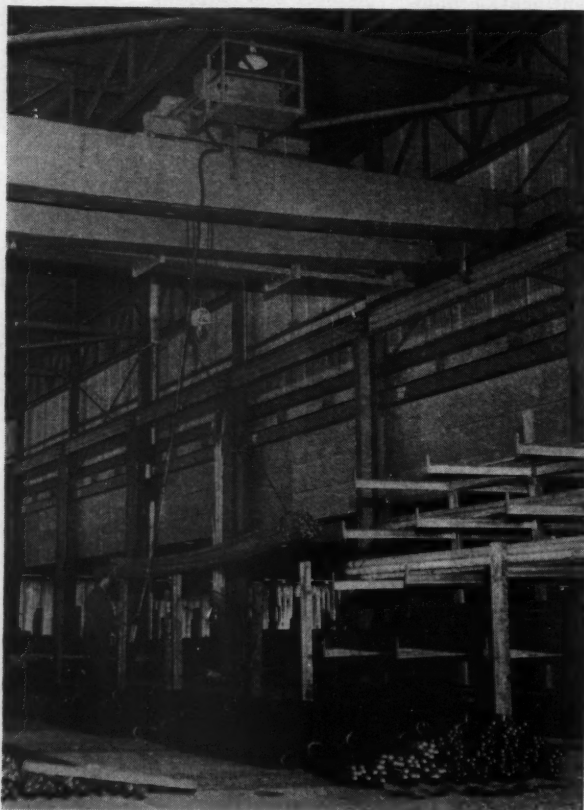
Working on a rush order, an order picker fills cart from bins keyed to work sheet





Palletization of odd shaped objects is illustrated by a pair of fertilizer spreaders being moved by fork truck

An overhead crane of 6-ton capacity is used for handling all lengthy, bulky materials such as pipe, bar stock, fence post



Hardware Warehousing

(Continued from Preceding Page)

turns eliminated the problem of hauling lengthy items around corners.

The 4-wheel trucks, which are spaced 10 ft, 8 in. apart, make contact with the conveyor chain through a movable pin in the front, center. To remove a truck the pin is lifted and the truck pulled away by hand. To position a truck in line, the pin is dropped over the floor opening and it automatically is engaged by the next lug.

The chain moves at 68 fpm, with 80 fpm as a safe maximum. The 68 fpm speed was selected in relation to the volume of business and truck spacing. It takes a truck 85 minutes to complete the tour.

Overhead Crane

Management estimates that the cost of the crane will be paid off in 1½ years in lower handling costs. A carload of pipe formerly took six men nine hours to unload. With the crane, two men do the job in 2½ hours. Approximately the same ratio exists in unloading fence posts and similar material.

The five fork trucks previously mentioned handle all palletized stock to storage. Unpalletized stock is moved to storage by way of the in-floor system.

Stock Arrangement

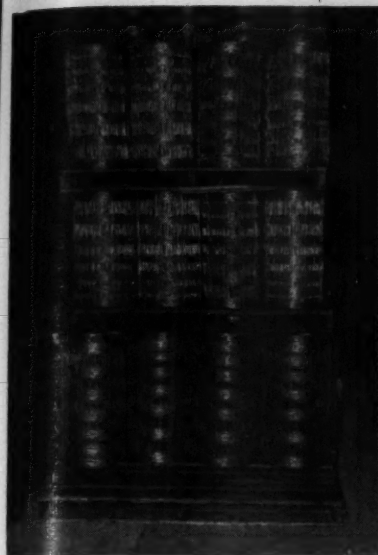
The new warehouse has complete stock of every item in one location. There are no secondary or reserve locations. This system simplified both order picking and inventory control.

Each buyer was asked to determine the maximum inventory he could anticipate on every item he purchased. Physical dimensions of a single unit were determined. Then these figures were applied each to the other to determine maximum cubic space needed to store each item.

To assure flexibility, shelf stock was placed on shelving arranged by manufacturers' lines and physical characteristics of the goods. The warehouse has 20,000 shelf items on five miles of wooden shelving in depths of 20, 30, and 50 in. Each compartment can be divided in from one to eight bins by adding or removing shelves or dividers.

Construction requirements placed the roof supports on 40-ft centers along one direction and 22-ft centers in the other direction.

The 40-ft centers allow four 7½-ft stacking areas and two 5-ft aisles. A 7½-ft stacking area backs up to each side of a support. Between supports there are two 7½-ft stacking



Palletization facilitates handling of wire fencing, permits 4-high stacking



Special rack designed for 'delicate' well points; note rubber protectors



Book-end type racks were designed for difficult-to-store paper rolls

areas, back to back. Each stacking area is accessible from a 5-ft aisle.

Stock Identification

Stock locations are identified, and keyed to the work orders, so orders can be filled quickly and with as few errors as possible.

Each item is assigned a number to identify it in the customer catalog, on the salesman's order form, in the warehouse, and on the punch cards that produce the warehouse work order. About 96 per cent of the company's items are thus identified, down to the number being placed on containers by manufacturers.

The warehouse is divided into eight sections, each with an identifying figure. Aisles are identified by letters. Bins and stacking areas are identified by figures. Aisle letters start with "A" at the packing counter, and continue around. Order fillers follow the alphabet, and start and end at the counter.

The number for each item is in three parts. First the section figure. Next is the aisle letter. Third is the bin or stacking area. For example: 8R2120 means that the item is in section 8, aisle R and in bin 2120.

Large signs overhead indicate sections and aisles. Stacking areas are numbered on the floor or on the stacking equipment. Shelf goods aisles have the first and last bin numbers listed on the up-rights at the head of the aisle. A small sign is attached to each bin or compartment.

Expandable numbers are used

for shelf goods compartments, to take care of dividing and subdividing the space. For example, an item may be stocked in one size only, and the maximum inventory requires a complete compartment.

The compartment is numbered 3440. The next compartment will be numbered 3448. The interven-

(Please Turn to Page 58)

Original order forms sent in by salesmen are used only for information, which then is transferred to IBM records for complete processing of the work orders



Distribution Problems

Go Up in Smoke

CONDITIONING is the chief problem in all phases of the cigar industry—manufacturing, shipping, and storage. While most products demand dehumidified air for best results; the cigar thrives on moisture.

In answer to the need for moisture and for speed in processing, cigar manufacturers have introduced modern handling methods in production and transportation, and improved storage techniques.

Jno. H. Swisher & Son, Inc., solved the humidity problem some 30 years ago by moving from a dry climate to Jacksonville, Fla., where weather statistics show an average nightly humidity of 85 to 90 per cent.

In Jacksonville the tobacco absorbs enough moisture to keep it fresh until the finished product reaches the distributor's warehouse. Distributors, particularly in dry climates, generally maintain strict atmospheric control.

Rapid Turnover

The Swisher firm, best known for its King Edward brand, relies on rapid turnover and frequent shipments to keep its product fresh.

Distribution through factory and retailer is conducted largely through four channels: Factory sales branches, distributors who handle cigars almost exclusively, general merchandise wholesalers, and direct factory to retailer service.

Swisher operates almost entirely on franchises with primary distributors, who sell to both retailers and secondary wholesalers. In order to keep fresh stock in the hands of retailers and wholesalers, the firm has developed a system of drop shipments.

Orders are entered by the primary distributor, but shipments in many instances are made direct to the ultimate wholesale or retail customer. These drop shipment accounts run from 300 to 400 secondary wholesalers, and thousands of retailers.

Full carload shipments, which run from 1.2 to 2.5 million cigars, are a rarity, except to large primary distributors. Minimum shipments are 4,000 cigars, packed 2,000 to a container in 40 boxes of 50 cigars each.

Rail and Truck

Swisher ships primarily in 1cl rail lots, and by truck. The firm uses both its own trucks and common carriers. Full truckloads are shipped to all sections of the country except the Pacific Coast, which is served by carload rail shipments.



100-ft bar conveyor with 2-hp motor delivers cut filler to truck loading dock. Portable chute is used for removing bales from line

On a rail siding, and with ample dock space and facilities (three rail and five truck platforms), the company has little difficulty with outgoing shipments. Filled cartons are palletized and loaded on rail cars and trucks by fork truck.

Receiving Problem

The distribution problem is multiplied at the receiving docks, however. Tobacco comes from several sections of the country, and is received in three types, wrapper, filler, and binder, and in bundles, bags, and bales.

Before it is suitable for manufacturing purposes, tobacco must be cured and stored for indefinite periods. Storage is in the growing regions. Swisher uses its own warehouses in part, but relies mainly on leased warehouses.

A warehouse at Greenville, Ohio, one of Swisher's largest,

To answer a need for speed in processing their product, cigar makers have introduced modern handling techniques in manufacturing, shipping, and warehousing operations

By C. E. Wright, *DA Southeastern Correspondent*



Booster conveyor lifts bales of raw tobacco from truck to scale, from where it is chuted to basement storage



Baled goods coming out of storage is carried to scale by hydraulic lift and dolly, reweighed, and restored

supplies cut filler. At one time the full leaf was shipped from Greenville to Jacksonville. It was found less costly, however, to remove the waste stems at Greenville. The amount saved in freight shows a profit, even after deducting the cost of returning empty bags to Greenville.

Push-Button Operation

Actual manufacturing at the Jacksonville plant has become a push-button operation. Some 900 pieces of equipment and devices, all of them electrically operated, expedite the process.

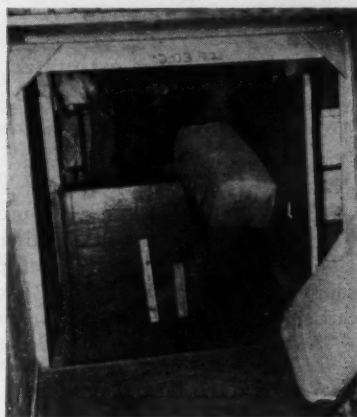
Inspection and packing are manual, but manufacturing and cellophaning are entirely mechanical. In preparing the tobacco for production, only kasing (moistening) of wrappers and binders, and stripping (stem removal) are manual.

Pneumatic Feed

A suction feed removes the tobacco from storage bins and deposits it on a belt conveyor. The conveyor travels to a vibrating screen, from where it is pneumatically carried to a dryer and blender.

Most, but not all, of the tobacco is received without stems. The air-flow process removes those stems which are present. The usable leaf floats on the current, while the heavier stems drop out and are removed by gravity.

The weighing operation, which is particularly important because of the Federal tax picture and Treasury Department supervision, and because incoming shipments can gain as much as 18 per cent in weight through moisture absorption, is completed before the tobacco goes to the processing department. •



Rubber-belt booster lifts bales 5 ft from hydraulic lift to weighing scale

Fork truck and palletized handling permit high stacking of boxed cigars



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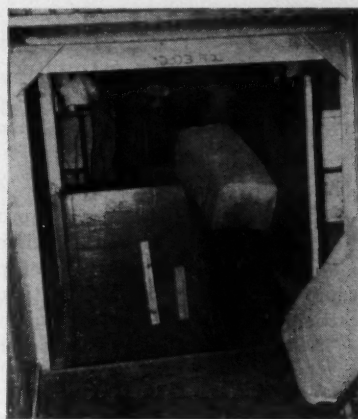
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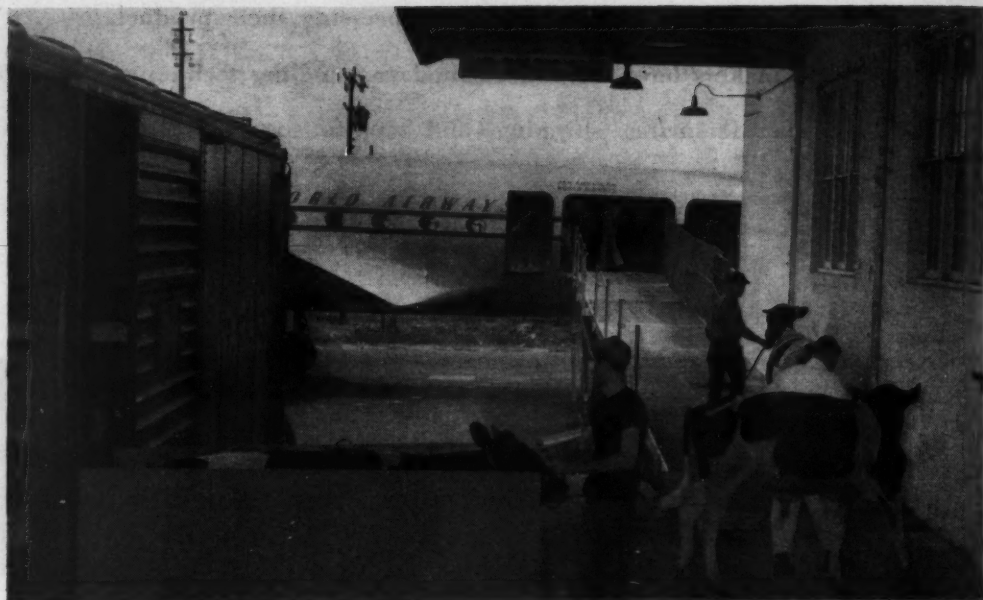
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Fork truck and palletized handling permit high stacking of boxed cigars





Cattle are unloaded from box cars direct to plane on special siding at Pan American's Miami warehouse

Deluxe Livestock Delivery

Is reducing estimated \$50 million cattle losses through improper handling, outdated

CATTLE losses through improper handling, outdated transportation equipment, and indifference to animal safety is of primary concern to equipment manufacturers, livestock haulers, American cattlemen, and the U. S. Department of Agriculture.

The various transportation services have embarked

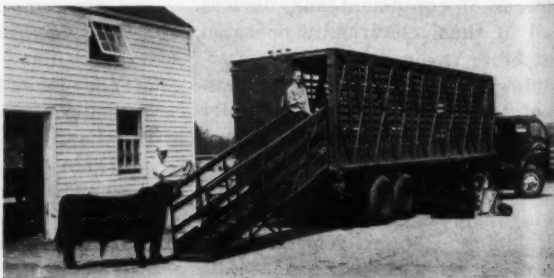
on a research program with assistance from the federal government to improve hauling equipment with new safety-engineered features.

One of the organizations active in this program is a group of livestock raisers, truck operators, vehicle manufacturers, stockyards, and meat packers, who

New Union Pacific stock cars with metal slatting sprayed to prevent adhesion of animal flesh to metal in cold weather

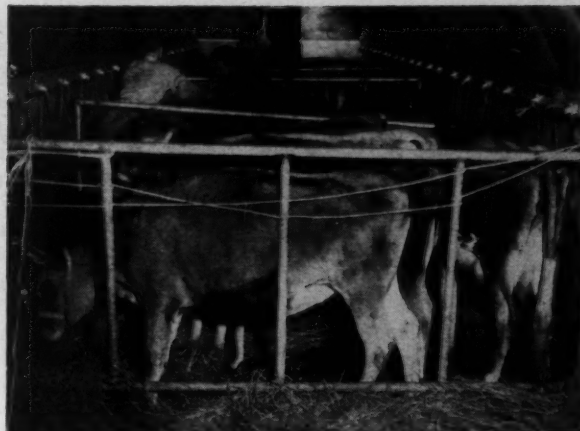


This luxurious "livestock limousine" provides a royal ride for moving top-grade steaks on the hoof, a prize Angus bull





Flying Tiger used tarpaulin, false flooring, sawdust and straw, plywood dividers for shipping 100 calves



Special metal framing tarpaulin siding with straw flooring provide deluxe handling of Pan American shipment to Uruguay

equipment, indifference to animal safety

have joined forces in a non-profit cooperative organization called Livestock Conservation, Inc. The group is conducting extensive research to improve equipment for transporting, and methods of handling livestock that will cut down on loss and injury to animals prior to and during shipment to the markets.

An estimated \$50 million saving annually can be realized, the new organization believes, by the elimination of animal bruises, weight losses, cripplings, and deaths.

The better the condition of an animal when shipped, when it arrives at the market and when it passes from stockyard to the slaughterhouse, the better the chances that the resultant meat cuts will be marketed at top retail prices.

Special Requirements

Responsibility for poor cattle condition must be shared by all elements concerned. For example, a smooth ride and smooth braking by the carrier prevents or minimizes falls, bumps against vehicle sides, and trampling.

Manufacturers must give special consideration to equipment hauling livestock. Roofs should protect from dust, heat, rain, snow. Good ventilation is imperative. Hardware and floors must withstand the corrosives of animal waste matter. Doors should be wide enough to permit easy entry. Floors also must withstand weight and should have secure footing. Sidewalls may not have protruding nail, bolt or screw heads. The equipment should be capable of easy and thorough cleaning.

New Truck-Trailer Designs

New truck-trailer designs and materials and accessory equipment long since have outmoded cheap, weak platform floors with wobbly stakes to keep the animals aboard.

Counter-sinking of interior bolts, elimination of sharp corners and provision of wide swinging doors are practices widely observed throughout the trailer manufacturing industry.

Empty Back-Haul Problem

The problem of the normally empty back-haul after a load of livestock has been delivered has increased the tendency to utilize a vehicle that is a livestock transporter in one direction and a dry freight cargo hauler on its return trip.

At least one company makes an aluminum van that conquers the problem of empty back-haul. It has an aluminum lining, corrugated aluminum flooring, aluminum exterior sides and doors, aluminum roof. Roof insulation is of sufficient density based on the manufacturer's long experience in building refrigerator trailers.

The van has full height double-swing doors at the rear and full height double-swing doors on each side, large ventilating doors at the top, smaller doors at floor level for livestock inspection. Sand on the floor protects against animal slippage. Loading may be

(Please Turn to Page 60)

Adequate Roads May Be in Sight

Mr. Eisenhower's highway stand, coupled with interest shown by the Governor's Conference, indicate that 'adequate roads' has shed its step-child stigma—but how, and with what, still must be answered

THE President's highway message, delivered to the Governors' Conference last July, and current activity on the part of the Governors in preparing a joint study, are among events indicating that large-scale highway improvement—according to plans yet undetermined—probably is on the way.

The National Highway Users Conference (NHUC) and the Project Adequate Roads (PAR) movement it sponsored, have been plugging for public attention to the road and street problem for some time. Adequate roads meetings in numerous states, sponsored either by state NHUC units or PAR groups, nationwide PAR-stimulated publicity, and real progress already underway in many states, bear ample testimony to the effectiveness of this activity.

How and With What

With the snowball of public and official interest rolling, there remains now the problem of finding a solution to such questions as how and with what if highway improvement is to be stepped up.

The main issue for the immediate future, according to Albert Bradley, is finance. Bradley, chairman of NHUC and executive vice president of General Motors, goes

The Questions

NHUC Director Butler believes that the users should determine how highway funds are to be spent.

In order to get users opinion from its readers, DA has prepared a postcard questionnaire.

To cast your vote, please fill out the postage free card facing Page 49 and return it at your earliest convenience.

on to break down the general subject of finance to three sub-heads: "Federal-state relations; state tax structures and levels; and credit financing."

Taking the breakdown one step further, here are some of the questions involved.

Federal-State Ratio

Regarding Federal-state relations, there is the question of how much state responsibility should be traded for how much money from Uncle Sam.

Until now, Federal-aid has not been so large a financial factor as to compromise state authority. Federal-aid has been given out only on a 50-50 matching basis.

The Bureau of Public Roads has acted as a coordinating agency. Many feel the status quo could hardly be improved upon—that it gives really substantial help to states that need it and avoids the onus of "Big Washington."

On the other hand, it is true that the Federal government has been collecting around \$850 million annually in a gasoline excise tax imposed as an emergency measure during the depression of the 30's. Our present highway situation constitutes today's "emergency" according to some. Solution of the problem, they point out, would aid the country's economy and defense.

This kind of thinking may lead to the suggestion of outright Federal grants to the states, perhaps on an emergency basis—or increased Federal participation in matching arrangements, perhaps 75-25.

Federal Gas Tax

But a great many other highway thinkers are quick to point out that Federal money is no more free money than state money. Several groups, notably the Governors' Conference, have taken actions requesting that the Federal government revoke the gasoline excise tax so that the states could

pick it up and, themselves, use this revenue on the roads.

The gasoline tax is a revenue source which traditionally belongs to the states, these advocates insist. Continued use of it by the Federal government is but another example of the duplicate taxation decried by President Eisenhower early in his administration.

The President's message to the Governors last July emphasized state authority. The message called for "a cooperative alliance between the Federal government and the states so that local government, and the most efficient sort of government in the administration of funds, will be the manager of its own area."

State Tax Structure

As for the question of state tax structures, this is simply stated but less simply answered. Two-structure taxation (motor fuel tax and registration fees) already

takes into account weight, distance and even speed, many point out. Some adjustments may be in order, they feel, but these adjustments should be within the two-structure framework.

Any third-structure tax, such as a ton-mile or axle-mile tax, critics insist, is greatly injurious to motor vehicle reciprocity, is difficult and expensive to administer, and—in state after state—has been tried and found impracticable.

Third-structure advocates feel that trucks do not pay their way under the two-structure set-up and that the need for roads justifies taxing them further.

Credit Financing

The subject of credit financing resolves itself into a question familiar to most of us in other phases of life. It is the question of paying as we go or borrowing in order to obtain advantages now for which we will pay later. The

great point of those who advocate credit financing—that is, financing by bond issue—is that highways constitute an investment in prosperity. The lack of adequate roads and streets, it can be shown, costs millions annually.

Whether or not toll roads constitute a good partial solution is another debatable matter.

Where lie the answers to the complexities all these questions pose? Arthur C. Butler, NHUC director and secretary of PAR, believes they lie, again, with highway users. "The users (and today that's just about every citizen) must make the decision about how they want to pay for their roads," Butler says.

As one means of getting such a decision, DISTRIBUTION AGE includes a post card (Page 49) questionnaire so that its readers can register their views.

Please be sure to register yours. •

What Is PAR?

PROJECT Adequate Roads was formed in 1952 by some 30 national organizations for the purpose of "arousing and informing."

Under the chairmanship of Clem D. Johnston, who also is president of the US Chamber of Commerce and is a prominent warehouseman and terminal operator, PAR has stimulated adequate roads publicity and advertising through an extensive research and education program.

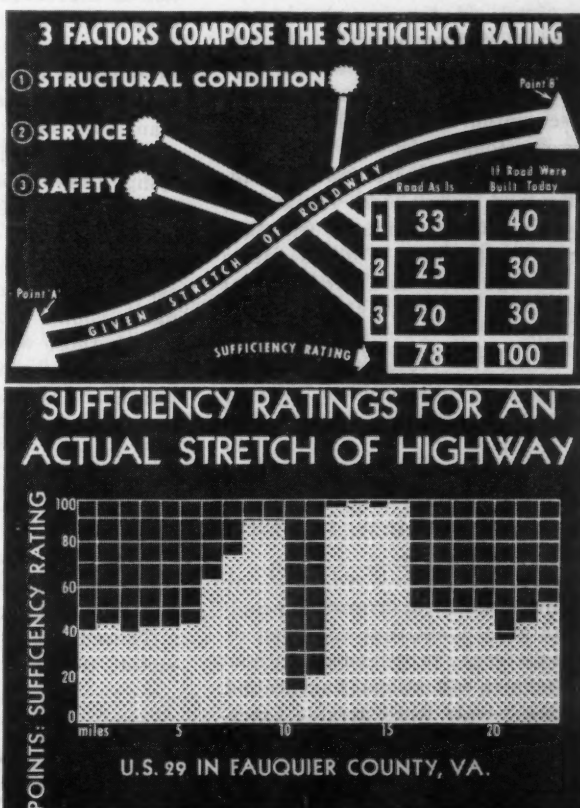
One of PAR's most effective tools in the fight for adequate roads is the Sufficiency Rating System. PAR suggests that ratings be established for all existing roads, based on an ideal of 100.

The point breakdown on the ideal road is 40-30-30, for structural condition, service, and safety (see chart at right). Against this scale, every section of primary highway in the country could be rated.

The sample section of Virginia highway shown in the bottom chart gives a rating of over 90 per cent for some parts; better than 40 for most, and less than 20 for one 2-mile stretch.

It is PAR's proposal, since most of the necessary data already are on file in most state highway departments, that each state prepare its own Sufficiency Ratings for all its roads.

By comparing all available charts, each particular state could quickly determine where the money should be spent first—by building up roads in the lowest rated areas in their proper sequence.



THERE exists a definite need for more preparation and advance study by those men who aspire to executive status in the transportation field.

Many of us entering the field 30, 35, and 40 years ago found it one of limited scope. At that time it was a relatively simple matter to learn the best way to move goods from one place to another. For the most part, transportation by common carrier was limited to rail and water routes.

Since accredited colleges ignored traffic and transportation as subject matter, the only channel for gathering knowledge in the field, other than actual on-the-job experience, was through correspondence courses. While such courses could be helpful, they lacked thoroughness.

In addition, the correspondence courses confined their presentation to the practical aspects of transportation, paying little heed to the need for broader knowledge in such areas as psychology, economics, good composition, etc.

Professional Standing

Many old timers, who became leaders in transportation through sheer experience, believed that they deserved the same type of recognition accorded the so-called professional men of the day. Many of them were unable to understand why such recognition was not forthcoming, or why they could not attain a status within their own firms on a par with that enjoyed by other department heads.

Some 15 years ago, in cognizance of this problem, a group of transportation people from throughout the country, the author included, began laying plans to elevate the standing of men and women in the transportation field.

The group realized that although some transportation people had gained national and even international prominence without extensive educational background, these people were notable exceptions to the rule.

Many of these very men, in fact, were among the strongest advo-

cates of more and better education as a prerequisite for a transportation career.

In setting up the organization to establish a standard of knowledge for qualified traffic people, many old-timers wanted admission by vote rather than by qualifying examination, putting admission on a political basis.

The object of the organization was, however, to stimulate interest in the field and to attract capable young people, rather than glorify those who already had attained their position. This objective now has been established by the American Society of Traffic and Transportation.

In the beginning a compromise was worked out. Founder memberships were established for the old-timers. Real memberships, however, were reserved for those who passed qualifying examinations.

The advent of paved highways, motor transport, air transport,

EDITOR'S NOTE: Mr. Fenske's remarks are excerpted from an address before the First Michigan Industrial Traffic Conference, at Michigan State College, East Lansing, Mich., May 11-12, 1954.

Is This Your

The industrial traffic executive of the future will be better prepared to handle the complexities of his job than was his predecessor—in addition to the practical aspects, he must have a well-rounded academic background

By Harry D. Fenske
Vice President, Transportation
Great Lakes Steel Corporation

pipe lines, and increased regulatory control have multiplied the complexities.

So complex has the field become, in fact, that anyone choosing transportation as a career today has a tremendous assignment just to "catch up" with this background of knowledge.

The person who expects to succeed as a transportation executive must enter the field fully prepared.

To assure an adequate preparation, he should seek knowledge in the broadest possible range—history, economics, law, engineering, psychology, English, etc. In addition, he also must ground himself in the basics of transportation—rates, tariffs regulations, etc.

This does not mean that he is obligated to cover the academics mentioned in a major way, but the better working knowledge he has the better equipped he will be to meet the traffic challenge.

Of course all knowledge cannot be obtained by academic methods. Even better results can be realized by study on some of these subjects while in gainful employment. •

Traffic Man?

The traffic man should recognize his limits, which do not include intraplant movement. The traffic function lies outside of the plant — it ends at the receiving platform and picks up again at the shipping platform

By G. H. Cunningham
General Traffic Manager
Sterling Drug Incorporated

OUR phenomenal national growth coupled with the rapid rise in transportation costs in recent years has brought into industrial focus the relatively new function of traffic management.

While traffic management has, to some extent, come into its own — it has, in the writer's opinion, a long way to go before its limitations are clear cut, before its newness wears off, and before it settles into its rightful niche in each business.

Alpha and Omega

It is apparent that, even in basic industries, management has a difficult time in determining where traffic begins and where it ends. Individual temperaments, including those of the traffic manager himself, often determine where the function begins and ends.

The overzealous traffic manager would have the tail wag the dog. He would fashion the entire business operation on a solar pattern, with traffic as its sun.

Traffic is a function of movement. It involves the movement of finished goods from shipping plat-

form to destination, and of raw material from point of origin to receiving platform. And in some instances, according to management's interpretation of the traffic function, it involves intraplant movement.

Intraplant Movement

The question arises, are intraplant movements within the scope of traffic, and if so, why? The assumption that intraplant flow is movement, and as such belongs to traffic, ignores the fact that such movement existed long before the traffic manager, and that the traffic manager is not the only one interested in movement.

Intraplant movement, in the writer's opinion, is a function of plant management.

When a traffic manager assumes that because a production line moves it represents movement and as such comes under his jurisdiction, the traffic function leaves the field of realism and enters the field of paternalism.

This attitude is without foundation. When it is adopted by the traffic manager, often he invites conflict with others who are more

fully informed on production matters.

In a small, single-plant organization there could well be reason for management to delegate to traffic functions that normally are handled by others. But recognition of the so-called traffic manager, other than in name only, is a long way off, and I do not mean to include discussion on the subject in these remarks.

Off Limits Duties

In a large, single-plant organization the volume usually is so great that there would appear to be little excuse for traffic to usurp jurisdiction over movement that could and should be handled by other departments. Without such overextension, the traffic manager is left free to use his talents and imagination in every corner of outside-the-plant operation, where he can be of undoubted benefit to his organization.

Is, then, traffic management primarily an administrative or operational function? Perhaps the answer to this question can best be found in the reader's own answers to another set of questions?

Could a man be a traffic manager if he had no basic knowledge of the freight rate structure? Suppose he had no idea of the contents of the Uniform Classification, or of the National Motor Freight Classification? If he had no concept of transportation economics could he qualify as a traffic manager?

Perhaps he could, on the other hand, go into great detail on the relative merits of industrial trucks. Or he could, with some calculation, give the center of gravity in a particular tractor-trailer combination so that loading might be safe, scientific, and legal. He may even have some knowledge of paper making through his connection with shipping containers. Would this knowledge make him a traffic manager?

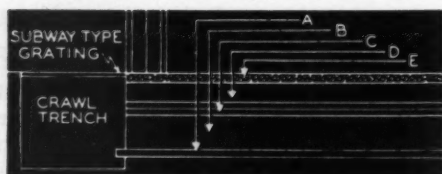
Administrative Function

In the writer's opinion, traffic management is primarily administrative. It must be pointed out, however, that the more knowledge a traffic manager has of operations (Please Turn to Page 59)



This recently developed unit to prevent ice formation on freezer doors consists of a series of wires running under facing plate on door

Maintenance in Refrigerated



Frost heave apparatus under freezer room floor shows: A, 6-in. open bell-end pipe on 10-ft centers; B, 18-in. layer of cinders; C, 4-in. concrete slab with electric heating conduit imbedded; D, 8-in. rock cork insulation; and E, 4-in. concrete slab. Note adjacent crawl trench

PROPER maintenance is a prime factor in the efficient and economical operation of any refrigerated warehouse. With increased emphasis being placed on low temperature freezing rooms, mechanized handling, pallets, automatic temperature controls, etc., the subject of maintenance has taken on added importance.

Information presented here is, for the most part, based on actual

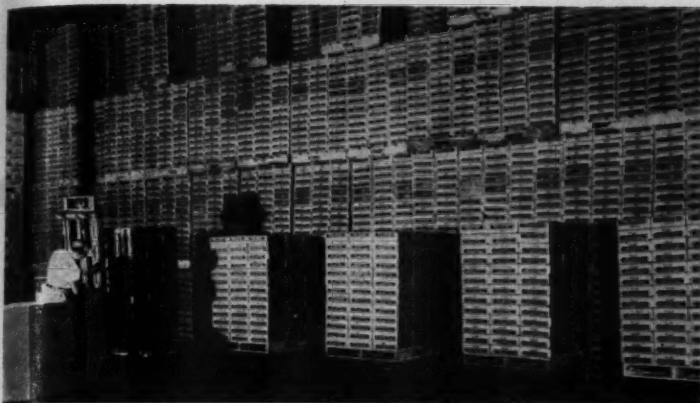
panel discussions whereby solutions to various problems were found merely by utilizing the age-old method of talking it over. The article is presented in Question and Answer form to further pinpoint

and highlight the various problems under discussion. Answers to the following questions were taken from actual answers submitted by individual warehousemen.

Q. What can be done to prevent upheaval of freezer room floors and columns, caused by frost penetration?

A. Since this condition is more apt to occur in the single-

EDITOR'S NOTE: This material was prepared through the combined efforts of the Warehouse Operations Committee of the National Association of Refrigerated Warehouses.



Among the most serious causes of pallet breakdown are overhang and improper stacking, both are eliminated by preplanning in this cooler room

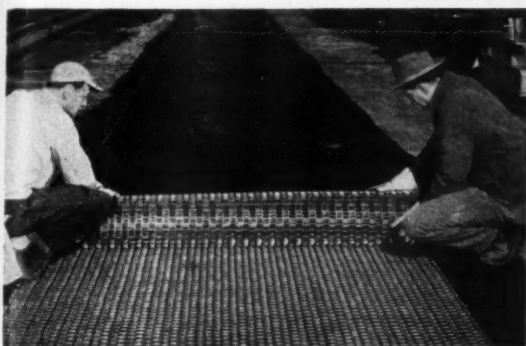
With increased emphasis on mechanized handling, low temperatures, and automatic control—maintenance is gaining effectiveness as a warehouse cost saving tool



PART 7

NARW

Warehouses



In this heavy duty area steel grids were placed and filled with mastic material. Grids bear brunt of loads

story freezer warehouses being built today, outlined here are three different methods of floor construction employed by three different refrigerated warehouses.

1. The concrete floor was poured directly on the ground without in-

sulation. The theory in this case was that the frost would penetrate into the ground to a considerable depth, solidifying the ground but not creating upheaval, since it provided thorough drainage of the underlying strata.

It was assumed that if ground is adequately drained to eliminate all moisture, it will freeze but will create no upheaval.

As a secondary precaution, lines of 2-in. steel pipe were laid under the floor, transversely, so that if it should become necessary the frost could be removed from under the floor by injecting steam into these underground steel pipes.

This same process is being used with success to level off freezer floors that have actually buckled because of frost penetration.

2. This floor also was laid on the ground, but penetration of frost into the ground was prevented by a heavy layer of insulating material on top of the concrete floor. On top of the insulating material a 3-in. concrete floor was installed for wearing purposes.

Tile ventilating ducts also were installed at frequent intervals under the floor to create an air current that would further prevent frost penetration. The ducts were laid in gravel beds for better circulation.

3. This floor was designed as a structural floor at car and truck level and supported on concrete columns with independent foundations. There is approximately 4 ft of space between the floor and grade forming sort of a plenum chamber. The floor itself is insulated on top and a wearing concrete surface is placed on top of the insulation.

As additional precautions, openings were left in the side walls between the grade and the first floor where blower units were installed to circulate air under the floor.

In all three instances measures are being taken to record the temperature of the ground at various levels from the floor line down to the bottom of the concrete foundations by means of thermo-couples.

Q. How often should compressors be torn down that operate the year-round?

A. They should be torn down at least once a year, and given a complete inspection and overhaul. Valves should be ground, pistons pulled and rings inspected; provided the compressors have been operated (Please Turn to Page 62)

Trap-to-Table-Distribution



Crab legs for the fresh market in western Washington are packed in 5-lb containers. Containers are packed in wooden boxes and iced for truck transport

At Twin Harbors Beaches, Westport, Wash., cans of crab meat are vacuum packed, hermetically sealed, then conveyed to a retort where they are thoroughly cooked



By Warren E. Crane
DA Pacific Northwest Correspondent

SPEED and careful handling are prime requisites in the distribution of crabs. Because this particular seafood is highly perishable, crab fishermen and packers in the Pacific Northwest make every effort to get their product from trap to consumer by the safest and most expedient methods.

Distribution Techniques

Modern distribution techniques being applied in the crab industry are eliminating some of the problems encountered in earlier days. Among those techniques being employed are modern materials handling methods, faster and safer highway transportation, improved packaging systems, and superior freezing methods.

When crab ships come in with their catch, pots are emptied onto a conveyor which carries the live



Crabs are butchered and gills removed then cooked in boiling water and acid

Challenge

The edible crab is a highly perishable creature; to speed his journey from ocean floor to market shelf, distributors have adopted the latest in packaging and handling techniques, and transportation methods

animals from the wharf to the cannery. At the cannery they are immediately butchered by men who strike their backs against a sharp knife that is fixed in a horizontal position to the cannery wall.

After the gills, legs, and body refuse are removed, the body and legs are tossed into a vat of boiling water and citric acid, where they remain for nine minutes. After boiling they are re-immersed in fresh water.

Crane Handling

Following this procedure, the crabs are placed in pans and carried by crane to long tables in the shaker room. Here the meat is removed by pickers. When the boxes are filled, they are weighed and their weights recorded on a tally sheet.

Picked crab is put in separate boxes and dipped into a brine containing citric acid for about two minutes, after which the meat is removed from the solution and put on racks to dry. From the racks the meat is carried to another

room where it is placed on stainless steel tables. There the pieces of shell are removed.

After the crab meat is removed from the shell in the cannery, part of it is placed in 5-lb cans and packed in boxes containing fresh ice. The boxes are refrigerated at a temperature just below freezing.

If this rapid chill method is used, the crab is shipped out by trucks at about 3 a. m. to Seattle and other cities within a 400 mile radius so that it can be served fresh on the same day.

Canning Process

Crab not subject to this chilling process is sent to tables where the packers put the body meat and legs into 6½ oz cans. These receptacles are then moved to a vacuum machine where the air is removed. Next, the cans are hermetically sealed and sent to a resort where they are cooked for 75 minutes at a temperature of 222 deg F. Next, they are cooled rapidly, placed on conveyors and carried to a machine labeling room.

The crab then is put in storage to await orders.

If the crab meat is not to be canned or chilled, it is placed in a big cold storage vault where it is held at a zero temperature for 12 hours.

Crab meat to be sent to California and Midwestern cities is placed in 5-lb cans and loaded in lots of 20 in wooden boxes 5 ft long, 2 ft wide, and 2 ft deep. These receptacles are packed in 200 lb of cracked ice that almost completely surrounds the cans.

The express company that accepts these shipments agrees to open the boxes every 24 hours and re-ice them. Crab meat shipped in this manner remains sweet and fresh more than nine days.

Fresh Shipments

Some of the crabs are sent fresh in their shells to markets 200 miles away from the ocean, where they are displayed on counters in retail markets.

The Nelson Crab and Oyster Co.,

(Please Turn to Page 94)

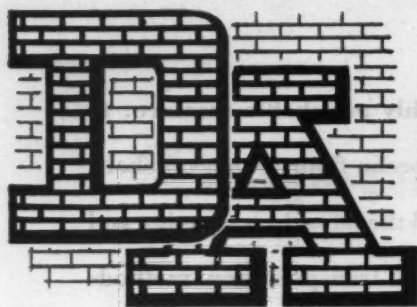
Worker at Nelson Crab and Oyster Co., Tokeland, Wash., samples batch



Pickers or shakers separate shells from meat at a rate of 200 lb a day

Fishermen unload catch into live box to keep meat fresh until canning time





NEW PRODUCTS *and* EQUIPMENT

FOR FURTHER INFORMATION USE READERS' SERVICE

Lever-Dolly Line

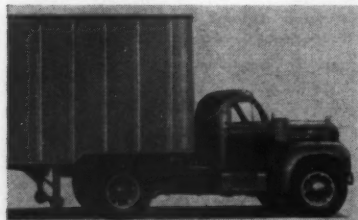
Micron, Inc., recently announced the availability of Micro Lever-Dollies. The new units are available in four models with lifting capacities from 2,750-5,000 lb. Lift height on all models is 8 in. Overall length is from 4-7 ft. Lever is of selected hardwood and lifting plate is of tempered steel alloy. Rib-reinforced and precision bored wheels are 5 in. in diameter with a 1½-in. face. Rubber wheels are optional. Steel axles are accurately machined with ⅞-in. journals. The high leverage ratio reduces the weight on the operators and eliminates the danger of tip-ups or high falls.

Circle 11 on Card Facing Page 49



Contour Cab Tractor

New Contour Cab tractors, designed to haul the latest 35-ft, high-volume, square-front trailers



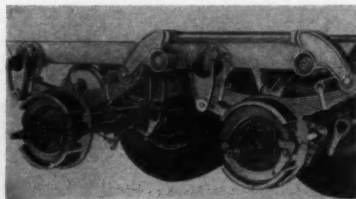
in the 55,000-65,000 lb GCW range within 45-ft overall length, have been announced by **Mack Trucks**.

Standard-design frame with full cross-members and undistorted side rails is used. Features include a rear contour which allows for trailer corner clearance, engine accessibility and driver comfort. The new cabs have removable catwalks and fenders, easy-access fuses and drop-out window mechanisms and instrument panels for minimum service time. The Mack-simum line stresses a high ratio of power to weight and a chassis weight distribution which provides a new high in payload capacity on the rear axle in both the COE and conventional models. With the kingpin 18½ in. ahead of the rear axle, up to 1,800 lb more payload can be accommodated. All regular options are available.

Circle 12 on Card Facing Page 49

Tandem Axle Suspension

Fruehauf Trailer Co. recently announced new leaf-spring tandem



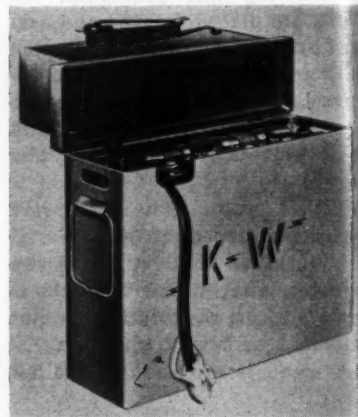
axle suspension, resulting in easier riding and positive wheel action among many advantages. The primary feature of the new suspension lies in the use of durable rubber in place of metal-to-metal bearings. Lubricating points are eliminated along with

friction and wear. There are rubber bushings on the bellcrank trunnions and rubber pads on the ends of the connecting rods. In addition, the slides in the elongated spring eyes are solid blocks of nylon.

Circle 13 on Card Facing Page 49

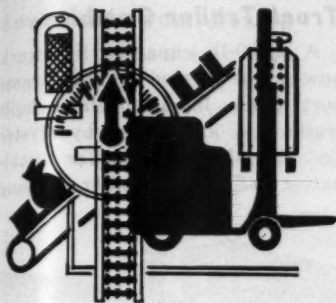
Built-In Battery Charger

A new charger-equipped power unit has been introduced by the



K-W Battery Co. This unit has a permanently mounted charger. The battery can be given a boost when not in operation. It can be charged by plugging into any 110-Volt, 60-cycle outlet. The charger can be left on without damage to battery and routine charging can be done overnight. It is not necessary to disconnect battery from truck, since the charger is permanently connected to the terminals. Top tilts back with charger for easy access to battery.

Circle 14 on Card Facing Page 49



CARD....PAGE 49

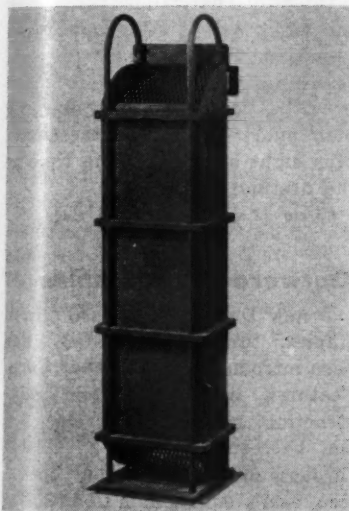
Dodge Introduces New V-8 Truck Engine



Circle 16 on Card Facing Page 49

New Cargo Heaters

Two new LP-Gas burning heaters for the protection of perishable cargo in transit have been developed by **Hunter Mfg. Co.**



Model UH-88 is a heating system for permanent installation and Model UH-89 is a self-contained portable unit. Both heaters are thermostatically controlled. Operating completely independent of the vehicle engine and battery, they provide ample heat for even the largest trailers. The new heaters have three basic components: burner assembly, fuel carrier, and junction box. Heating element is a jet type burner which forcefully entrains a high volume of air, resulting in the circulation of heated air at safe temperatures for all cargos.

Circle 15 on Card Facing Page 49

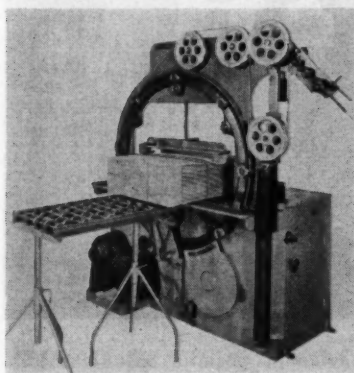
A new 145-hp Power-Dome V-8 engine for pick-ups, panels and low tonnage stakes has been announced by **Dodge**. Features include hydraulic valve tappets, chrome-plated top piston rings and a new chrome-alloy cylinder head. Design includes chrome-plated top rings, two fuel filters and the large bore-stroke of 3 7/16 in. and a short stroke of 3 1/4 in. Also high-lift valves in an offset overhead

valve arrangement together with wide and unrestricted manifold passages. Piston displacement is 241.4 cu in. with .601 hp per cu in. of displacement. Compression ratio is 7.5 to 1. Maximum torque of 215 lb-ft is developed at 2400 rpm.

The new engines now are optional in 1/2-, 3/4-, 1-, 1 1/2-, 2- and 2 1/2-ton models, and are standard in all 2 3/4-, 3- and 3 1/2-ton models.

Automatic Tying Machine

This new automatic wire tying machine has been introduced by

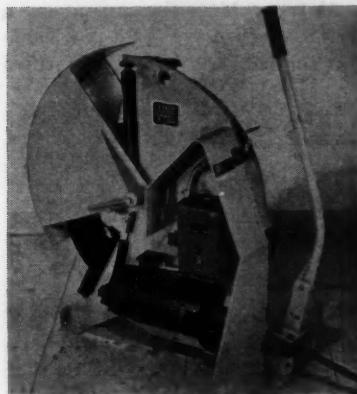


Inland Wire Products Co. This new machine simplifies maintenance and provides many tying applications. An adjustable mechanism allows maximum work space. The wire twisting unit is easily accessible. Wire tension is mechanically controlled and automatic pusher feeding can be adapted. Maximum tying speed is 24 ties per min.

Circle 17 on Card Facing Page 49

Unit-Load Band Dispenser

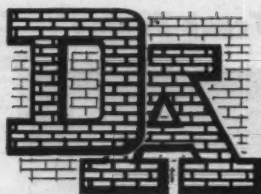
A power-operated band dispenser has been developed to facilitate cutting heavy duty steel strapping to length. Originated by **Acme Steel Co.**, Model E24A0 feeds bands from the coil at a rate of 250 fpm. Operator need only move a single lever to feed and cut the desired length of strap-



ping. A magnetic brake applied to unit prevents over-run.

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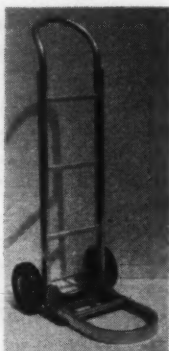
NEW PRODUCTS and EQUIPMENT

Continued from previous page

Nose-Plate Extension

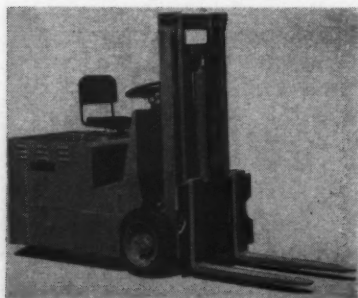
A folding nose-plate extension for use in handling baggage and other bulky loads is the latest hand truck accessory announced by Magnesium Co. of America. Available in choice of lengths for use with all Magcoa magnesium hand truck models, the nose-plate extension is constructed of low-weight, high-strength magnesium extrusions. When not in use, the extension can be tilted back to upright position parallel to hand truck frame. Only tools required for installing this new accessory in the field are a drill, pliers and screwdriver.

Circle 19 on Card Facing Page 49



Sit-Down Fork Truck

Mercury Mfg. Co. announces a new 6,000-lb capacity sit-down center control fork truck, identified



as Model 630. The new truck has a higher maximum fork elevation, increased travel and hoist speeds, shorter turning radius and will

right angle stack in narrower aisles. It has a simplified hoisting mechanism, an all new drive assembly, new trail axle, improved travel controls and an improved all-welded frame. An advantage of the new trail axle is its low overall height which permits lower operator position, allowing more overhead clearance. The new 2-1 low pressure system employs a single hoist cylinder of shorter stroke providing improved visibility.

Circle 20 on Card Facing Page 49

Hydraulic Load Grab

A new hydraulic load grab attachment is available from Lewis-Shepard Products, Inc. The at-



tachment permits palletless handling of virtually all types of loads. Flexibility is made possible by the spring-steel arm structure to accommodate to the load shape, application of selective grab pressures, and the high-friction surface on each pressure plate. Each pressure plate is loosely mounted on three spring-steel fingers, allowing the pressure plate to tilt in the directions dictated by the load shape.

Circle 21 on Card Facing Page 49

Truck-Trailer Combine

A 2,000-lb capacity lift truck now can be carried behind a transport truck in a specially built trailer, as announced by Hyster Co. The lift truck-trailer combination affords speedier moving



and storing of loads. After loading and unloading, the lift truck is driven onto the trailer over a hinged ramp, which also serves as a tailgate. The trailer-transported lift truck with driver, loaded and unloaded 36 pallet loads of cases in a total of two man hours. The previous time required was seven man hours to load at the plant, plus eight hours handling time at the destination.

Circle 22 on Card Facing Page 49

Outward Clinch Stapler

A new Duo-Fast outward clinch stapler, Model CT-851-OC, has been introduced by Fastener Corp. Features include all-steel construction, rust-proof, chrome finish, back-end loading, follow through drive for efficient operation, easily convertible to an automatic tacker by inserting a regular front jaw onto machine. The



staple legs are diverted outward and upward in a clinching action, without the use of an anvil base.

Circle 23 on Card Facing Page 49

Low Headroom Design

A new light-weight fork lift truck designed with a low operator step plate to offset low head clearances recently was introduced by Automatic Transportation Co. The step, only 7 in. off the ground, is convenient, safe, and reduces operator fatigue.

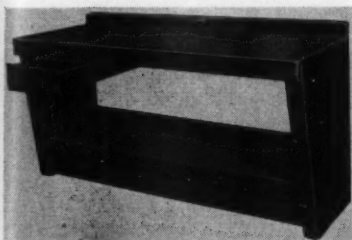


Truck is available with either mono-lift or duo-lift uprights. Ram arrangements on both systems are directly interchangeable. Conversion may be done in the field instead of at the plant.

Circle 24 on Card Facing Page 49

New Benches

Aurora Equipment Co. has introduced several new models, Series 210, to the line of benches, offering choice of three different



type tops—12 gauge steel, masonite covered steel, and laminated wood. Modern Flow benches are available in 5- and 6-ft lengths. Units without drawers and no riser at rear of top also are available.

Circle 25 on Card Facing Page 49

Stripaway Maintenance

Introduction of a new Strip-away system for cab-over-engine trucks was announced by GMC.



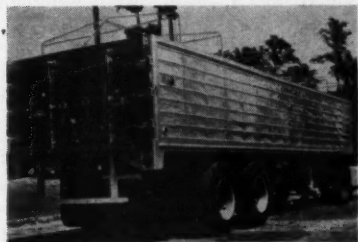
The new cab combines complete engine accessibility. The system is being made standard on all COE models 5 ton and up. The strip-away cab is a system of counter-balanced seats, quick-release engine hood and hinged floor boards mounted on track, giving complete access to the rear of the engine. Access to the front of the engine is provided by opening the hood top. The two side doors fold open.

Also announced is the addition of six new models to the heavy-duty line. Five of the six new models are in the 900 series. They are powered by 6-cylinder Diesel engines which develop 225 hp with such features as aluminum axle housings, heat-treated frames and lightweight wheels.

Circle 26 on Card Facing Page 49

Light-Weight Trailer

A newcomer to the line of light-weight grain trailers is being produced by Dorsey Trailers. Capacity is increased over previous



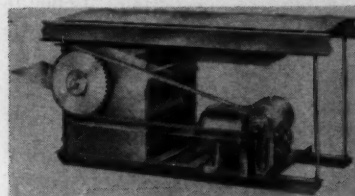
models, and the trailer can carry more than 54,000 lb of net payload. Standard length is 26-36 ft with 1-ft increments. Inside length

is 8 in. less than overall length. The inside height of the grain trailer is 45 in., and its inside width 90 in.

Circle 27 on Card Facing Page 49

Center Drive and Take-Up

Lamson Corp. announces the marketing of a new combination medium-duty center drive and take-up. This new unit can be combined with roller gravity conveyors to form belt or live roll conveyors. The unit is made in

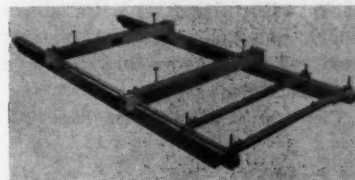


widths of 12-24 in. in 2-in. increments. Widths wider than 24 in. also can be obtained. A 1/2-1 hp gear-head motor is furnished as standard with a maximum effective pull of 300 lb. The combination unit is designed to use regular 3-ply belting.

Circle 28 on Card Facing Page 49

Aluminum Skid

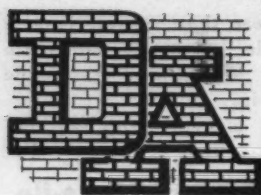
Harvey Aluminum Co. has developed a new, light-weight aluminum extruded skid structure to



facilitate handling and shipping heavy industrial machines and equipment. The skid is made from standard shape extrusions and new aluminum alloy is used throughout. It can be quickly assembled and disassembled and can be used with any type of handling equipment. Skid beams are constructed with T slots for easy adjustment. An extruded accessory beam is available to secure separate motors and attachments.

Circle 29 on Card Facing Page 49

(Please Turn Page)

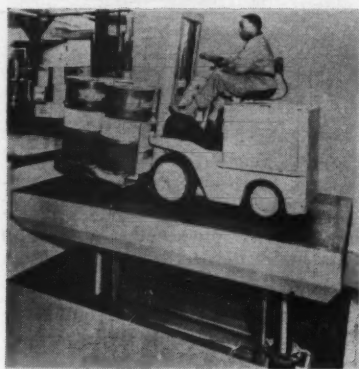


NEW PRODUCTS and EQUIPMENT

Continued from previous page

Dual-Jack Lift

A new dual-jack hydraulic lift capable of handling 12,000-lb loads is now being produced by

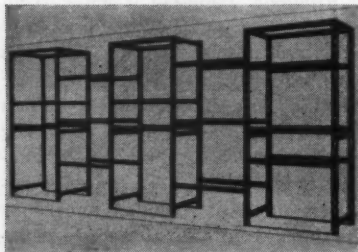


Rotary Lift Co. This new Levelator Lift, Model 501E, is designed to raise loads from floor to trucks or different floor levels. Loading docks and ramps are eliminated. This lift has a 6x12-ft platform of non-skid steel plate. The dual jacks will raise 5 ft 5 in. above floor. Lowered, the lift becomes part of the floor and can be trucked over.

Circle 30 on Card Facing Page 49

Adjustable Storage Racks

The development of new adjustable storage racks was announced



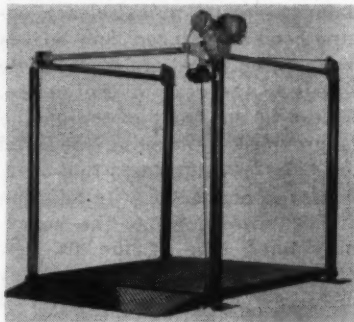
by **Palmer-Shile Co.** No bolting or welding is necessary. Cross bars

lock into slots on uprights a minimum of 4 in. apart. Rack space is adjustable to any height. New racks are of all-welded steel construction.

Circle 31 on Card Facing Page 49

Electro-Loader Lift

Globe Hoist Co. has made available a new Electro-Loader. The



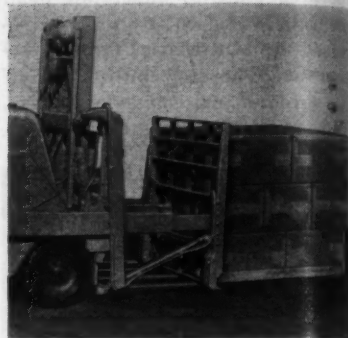
lift is easily installed. No ground excavation or special foundation is necessary and the loader may be placed on upper floors, temporary locations, driveways, etc. An electric motor operating a cable mechanism raises the platform to a height of 5 ft 10 $\frac{3}{8}$ in. or levels accurately at any intermediate point. An upward loading slope to the 4 $\frac{3}{8}$ -in. high platform is provided by a 24-in. wedge-shaped ramp.

Circle 32 on Card Facing Page 49

Side Shift Loader

Towmotor Corp. has developed a new device that adjusts forks sideways, loads and unloads material, using thin paper pallet sheets in place of fork entry type pallets. Combining self-loading and unloading features and accurate fork positioning advantages into one unit, this new attachment

eliminates the need for manual handling once loads have been placed on the paper pallets. The



new loader offers loading, shipping and unloading at minimum cost. The paper pallets save space. A gripping device grips paper pallet to pull loads on forks. Material and paper pallet are pushed off forks by reversing action. Forks can be shifted sideways 3 $\frac{1}{2}$ in. on each side.

Circle 33 on Card Facing Page 49

Gasoline Powered

A new line of gasoline powered industrial fork trucks has been announced by **Baker-Raulang Co.** Available in 3-, 4- and 6,000-lb capacity models, the trucks are powered by Hercules heavy-duty industrial engines. There are two speeds in both forward and reverse. New steering geometry and



anti-friction bearings in knuckles inhibit wheel scrubbing. Elimination of cowl around steering column and instruments increases operator visibility.

Circle 34 on Card Facing Page 49

Half-Ton Dolly

A new, half-ton capacity dolly, designed for easier handling of outsized appliances is being introduced by the Yeats Appliance Dolly Sales Co. Features include alu-

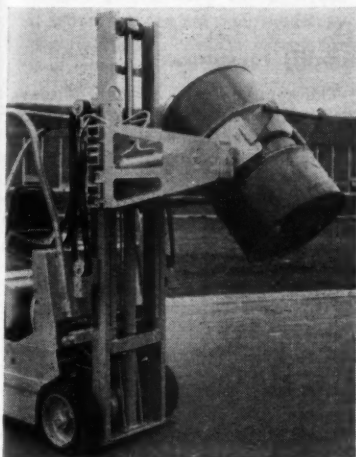


minum alloy frame, caterpillar step glide and strap ratchet. The new dolly is equipped with two straps and ratchets and four wheels instead of two, enabling an operator to roll heavy appliances on the horizontal rather than balancing them vertically. The line now is available in three sizes.

Circle 35 on Card Facing Page 49

Rotating Drum Head

A new clamp designed to rotate drums or other containers for



pouring, dumping or stacking operations has been developed by Yale & Towne Mfg. Co. This at-

tachment picks up drums from either horizontal or vertical position and provides full 180 deg forward and reverse rotation. The rotating arms are hydraulically actuated and controlled by lever to any selected angle. The attachment is capable of handling a full 55-gal drum with maximum weight of 1,000 lb.

Circle 36 on Card Facing Page 49

4-000-lb Hydraulic Lift

A gasoline powered, rider-type lift truck with hydraulic drive and control is introduced by the Colson Corp. Truck has single con-

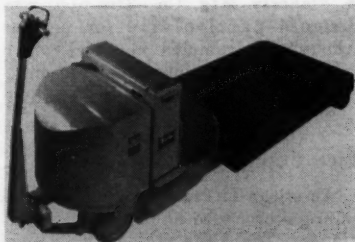


trol lever for throttle, power lift and direction. It automatically shifts from low to high and from high to low either forward or reverse. It is powered by a 6-hp, single-cylinder, 4-cycle engine.

Circle 37 on Card Facing Page 49

Heavy-Duty Lift Truck

Lift Trucks, Inc. has developed a hand motorized lift truck to handle heavy machinery over a



floor of limited capacity. Two hydroelectric Dyna Dual Power Packs are used for motive power, giving best weight distribution be-

tween axles, as well as good stability and pulling power, with four driving wheels.

Circle 38 on Card Facing Page 49

Walkie Electric Truck

Barrett-Cravens Co. recently introduced a new Hi-Lift walkie

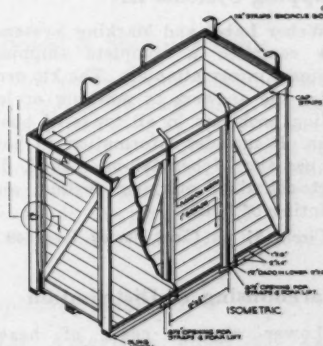


type electric truck, Model PO-40, with travel, steer and lift controls mounted in a platform control box. This development speeds the selection and removal of stock from racks or shelves. It has changed stock selecting from a two-man to a one-man task.

Circle 39 on Card Facing Page 49

Wood Products

Shore Mfg. Co. announces a complete line of wood boxes and shooks. Lumber is kiln dried and

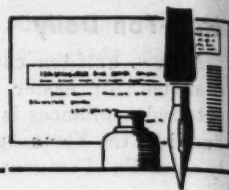


meets required specifications. All type boxes, including overseas packing boxes in shook form, are available.

Circle 40 on Card Facing Page 49

FREE

Literature



Concrete Floors

A new 28-page illustrated booklet has been released by **Kalman Floor Co.** The booklet describes the company's absorption process method of installation in a step-by-step pictorial sequence.

Circle 48 on Card Facing Page 49

Tamper Proof Sealer

Typical applications, properties, chemicals resistance and application of EC-1252 Tamper Proof Sealer are described in a data sheet available from **Minnesota Mining and Mfg. Co.** The data sheet describes how critical or delicate parts or instruments can be safeguarded from unauthorized handling since a break in the seal is readily detected and cannot be repaired.

Circle 49 on Card Facing Page 49

Industrial Gas Trucks

An 8-page brochure published by **The Yale & Towne Mfg. Co.** describes and pictures the new G-52 series of gasoline fork trucks. Completely new in design, the G-52 series points the way toward fork lift truck design of the future—smaller, more powerful, more maneuverable, more efficient, more versatile models, according to Yale.

Circle 50 on Card Facing Page 49

Shipping Systems Kit

Weber Label and Marking Systems has compiled a complete shipping systems information kit. The kit provides the answers to marking or labeling problems in all types of business. It includes information on how to use the Weber tab-on stencil, direct container marking system, and printing of labels.

Circle 51 on Card Facing Page 49

Warehousing & Distribution

Lower storage costs of heavy equipment and materials through individualized services are outlined in a 12-page booklet prepared by **Equipment Storage Corp.** The firm's complete storage and distribution program is described and illustrated.

Circle 52 on Card Facing Page 49

Manual Handling Equipment

A handy, pocket-size catalog illustrating and describing its complete line of special manual handling equipment, is now available from **Kennett Equipment & Machinery Co.** The catalog gives details on such products as pin trucks, dye house trucks, conditioning trucks, platform trucks, dolly trucks, round cornered trucks, work boxes, and dozens of other examples of specially designed trucks, racks and containers.

Circle 53 on Card Facing Page 49

Heavy-Duty Cranes

Heavy-duty Lorain Motor-Cranes and Self-Propelled Cranes in the "524" series are featured in a new 2-color, 20-page descriptive catalog released by **The Thew Shovel Co.** Detailed design and construction views, along with on-the-job-photos, highlight the booklet.

Circle 54 on Card Facing Page 49

Gasoline Tractor

Mercury Mfg. Co. announces the availability of two new bulletins describing the four-wheel Banty, Model 460, gasoline tractor. These bulletins describe and illustrate the standard model which has a 2,400-lb draw bar pull rating; and the heavy-duty model, which has a draw bar pull rating of 3,000 lb.

Circle 55 on Card Facing Page 49

Gravity Feed Drum Rack

A new type rack for vertical storage of drummed materials, which utilizes gravity delivery, is described in a broadside published by **Johnson & Flaherty Mfg. Co.** The rack was designed particularly for persons who store drummed material which requires segregation and rotation.

Circle 56 on Card Facing Page 49

Fire Fighting Device

American-LaFrance-Foamite Corp. offers a brochure on its new Proportioner. The Proportioner is a dual purpose fire fighting aid because it can be used for drafting 6 per cent Foamite Airfoam (or 3 per cent by use of adapter) and Wetter Water.

Circle 57 on Card Facing Page 49

Dragline Trucks

A new circular is available from **Lewis-Shepard Products, Inc.,** describing the Floormaster Dragline Trucks for both in-floor and overhead conveyor lines. Details of construction, engineering highlights and installation photographs are included with complete specifications on the various models available.

Circle 58 on Card Facing Page 49

Lubrication Chart

Hyster Co., has made available a lubrication chart suitable for hanging on walls. The chart is patterned after similar charts available for Hyster straddle trucks, Karry cranes, turret trucks and lift trucks; and gives complete, easy-to-understand lubrication data for the new HYSTER RC-150, 15,000-lb capacity lift truck.

Circle 59 on Card Facing Page 49

Baskets, Tanks and Trays

A new catalog has been issued by the **Wiretex Mfg. Co.** The catalog illustrates the variety of wire mesh products made by the firm in every size, mesh, and alloy. Included in the catalog are sections on baskets, fixtures and crates, tanks, plating and special equipment.

Circle 60 on Card Facing Page 49

Manlift Elevators

The complete line of manlift elevators which are used in multi-floor buildings where there is vertical processing of products are illustrated in this new bulletin. These elevators, manufactured by **Humphrey Elevator Co.,** provide simultaneous up and down employee transportation with no waiting or delay.

Circle 61 on Card Facing Page 49

Pallet Beer Delivery

The Beer Master line of beer delivery bodies is introduced in a leaflet published by **Herman Body Co.** The release gives specifications and application data on Herman's straight frame, dubl-drop floor, and low boy models.

Circle 62 on Card Facing Page 49

For prompt service, use the postage-free postcard provided here for your convenience in securing **FREE LITERATURE** and **NEW PRODUCTS** information described in this issue of **DISTRIBUTION AGE**. All material **FREE**, unless otherwise noted, as in the case of text books and some pamphlets.

Port Directories

The Port of New York Authority has released three new directories of steamship lines, piers and services in the New Jersey-New York Port. The Steamship Pier Directory gives the number, location and occupant of all the piers and berths in the Port of New York. The directory of Steamship Lines lists the names and locations of 197 lines serving the port, together with their agents or owners. The directory of Steamship Services includes the 79 foreign, 9 intercoastal and 3 coastwise services available via the Port of New York.

Circle 63 on Card Facing Page 49

City Traffic Muddle

Some possible solutions to the serious traffic congestion existing in most cities are presented in a new publication offered by the National Highway Users Conference. The booklet, "The City Traffic Muddle—What Exits," presents in question and answer form the views of four recognized traffic experts who participated in a panel discussion at the recent 5th Highway Transportation Congress.

Circle 64 on Card Facing Page 49

Hydraulic Lift Trailer

Selma Trailer & Mfg. Co. has prepared a brochure on its new hydraulic lift trailer. The unit was designed for one-man loading of pianos, stoves, deep freezers, refrigerators, TV sets, and other bulky and heavy equipment and material. The trailer bed drops to the ground for easy loading, and is raised, when full, by self-contained double hydraulic lifts.

Circle 65 on Card Facing Page 49

Handling Handbook

A new 28-page treatise entitled, "Why the Small Fork Truck," authored by Nathaniel Warshaw, manager of the Materials Handling Div., Market Forge Co., tells how small and medium size plants can compete with big business in materials handling efficiency. The study analyzes space, time, and labor factors in small plant operation.

Circle 66 on Card Facing Page 49

More Work from Trucks

A fourth edition of the booklet, "Ten Ways to Get More Work From Your Trucks" has been released by Service Recorder Co. The booklet, revised to include latest designs of Servis Recorders and charts, explains how this instrument makes permanent records of when and how long motor trucks and industrial trucks stand still, when and how long they are busy each day.

Circle 67 on Card Facing Page 49

Wire Stitching

A new catalog on the subject of wire stitching corrugated and solid fibre boxes and the machines used in this fastening process has been published by Acme Steel Co. Bulletin AD 131 contains 24 pages of information on the ability of wire stitching to make better boxes at lower cost.

Circle 68 on Card Facing Page 49

Gripper Arms

Rheem Mfg. Co. has prepared a 4-page flyer on the multi-purpose gripper arm attachment for fork trucks. The high friction surfaced arms provided for palletless handling of such varied containers as boxes, barrels, drums, kegs, bales, rolls, crates, cartons, etc.

Circle 69 on Card Facing Page 49

BOOKS

Noise Abatement

Proceedings of the last three *Annual Noise Abatement Symposia*, held at Armour Research Foundation, are now available. The proceedings include the texts of papers presented at the symposia, covering the general subject of industrial, office, traffic, airplane and airport noises; methods of measuring noise, and other aspects of the noise problem including the effects of noise on health and methods of controlling noise. *National Abatement Council*, 36 West 46th St., New York 36, N. Y., \$1.

Industrial Wheels

Rolling Resistance is the title of a new technical study prepared by The Hamilton Caster & Mfg. Co. The report is based on tests of 39 combinations of wheels, tires, axles, and bearings. It describes the six basic types of wheels, their relative performance characteristics, and the methods by which rolling resistance of wheeled equipment can be measured.

Circle 70 on Card Facing Page 49

Radio in Terminals

A reprint is available from the Radio Corporation of America describing the use of two-way radio in terminal operations. The article tells how one operator, Merchants Motor Freight Co., is making 30 trucks do the work formerly done by 40 trucks, through the use of two-way radio.

Circle 71 on Card Facing Page 49

Guide to Better Shipping

A revised Guide to Better Shipping Catalog has been issued by Signode Steel Strapping Co. Latest information on pallets, bundles, and crates in packaging is described. Suggestions on carloading procedures have been revised showing newer loading techniques.

Circle 72 on Card Facing Page 49

Multi-Unit Load Handling

Moving and storing of various types of multi-unit loads by pallet hand lift trucks is described in a brochure announced by Yale & Towne Mfg. Co. The illustrated booklet shows how hand trucks can increase efficiency in handling a variety of materials.

Circle 73 on Card Facing Page 49

Plywood & Shipping Costs

"How plywood cuts shipping costs—safely," is outlined in a 22-page brochure published by Atlas Plywood Corp. The booklet contains a brief description of the plywood manufacturing process, information on packaging research in the plywood field.

Circle 74 on Card Facing Page 49

Appliance Handling

The American Pulley Co. announces availability of a new catalog on its line of appliance-handling equipment. The catalog illustrates and describes completely all of American's appliance-handling line including the revised Ezy-Up Series.

Circle 75 on Card Facing Page 49

Transportation News

Volume 2

Issue 10

106 HIGH-CUBE REEFERS JOIN P·I·E FLEET

Oakland, California—With delivery of 106 new protective service trailers completed, P·I·E now has what is considered to be one of the most modern reefer fleets available. The new high-cube trailers (carrying capacity 1850 cubic feet) are equipped with Thermo-King dual-purpose refrigeration and heating units. There are four inches of insulation in the ceilings and walls and six inches of insulation beneath the extruded aluminum floor. Temperatures are thermostatically controlled to meet shippers' specifications. Uniform air circulation throughout the cargo is assured by aluminum ceiling air ducts running the entire length of the trailer.

SPECIAL EQUIPMENT AVAILABLE

Meat rails for hanging meat and wooden racks for racked meat are available for all trailers. Wooden floor racks and wall racks are furnished as required.

HIGH FREQUENCY VIBRATION ELIMINATED

By the use of General Air Ride Suspension, P·I·E has reduced bounce, road shock and deflection. The reefers, like all P·I·E trailers, are equipped with this new device.

AVAILABILITIES

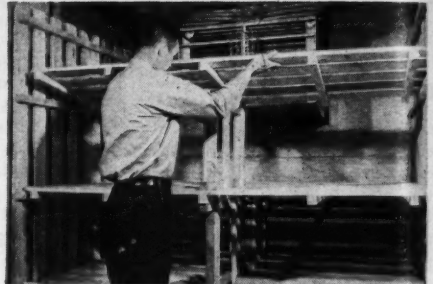
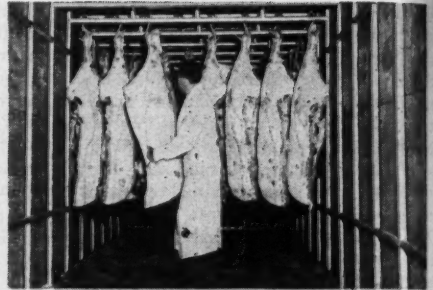
The new trailers have been placed into operation throughout the entire P·I·E system between California and the gateway cities of Chicago, Kansas City and St. Louis. Service to points not on the P·I·E system may be arranged in conjunction with connecting carriers.



CHICAGO, ILLINOIS
COLORADO SPRINGS, COLO.
DENVER, COLORADO
ELKO, NEVADA
ELY, NEVADA

KANSAS CITY, MISSOURI
LAS VEGAS, NEVADA
LOS ANGELES, CALIF.
OAKLAND, CALIF.
OGDEN, UTAH

BOSTON BRIDGEPORT CINCINNATI CLEVELAND DES MOINES DETROIT INDIANAPOLIS MILWAUKEE NEW YORK PHILADELPHIA WASHINGTON, D. C.



- (A) New removable scaffold-type meat rails.
- (B) The new trailers are equipped with Thermo-King mechanical, dual-purpose refrigeration and heating units.
- (C) Removable wooden racks and meat rails are available upon request.
- (D) The new high-cube reefer.

P·I·E

PACIFIC INTERMOUNTAIN EXPRESS

TERMINAL & SALES OFFICES

OAKLAND, CALIFORNIA (GENERAL OFFICES)

PIECHE, NEVADA
POCATELLO, IDAHO
PROVO, UTAH
PUEBLO, COLORADO

RENO, NEVADA
SACRAMENTO, CALIF.
ST. LOUIS, MISSOURI
SALT LAKE CITY, UTAH

SAN FRANCISCO, CALIF.
SAN JOSE, CALIF.
STOCKTON, CALIF.
TOPEKA, KANSAS
WICHITA, KANSAS

OFF-LINE SALES OFFICES

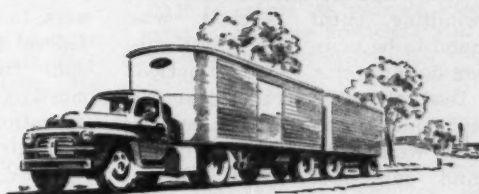


EATON'S

Superior Quality and
Exclusive Features
shrink hauling costs



FROM raw material to finished unit, the quality of Eaton 2-Speed Axles is maintained by the most advanced control procedures. Strict adherence to exacting quality standards, plus Eaton's planetary gear design, exclusive forced-flow lubricating system, positive shift control, and extra rugged construction combine to keep Eaton 2-Speed Axles on the job, out of the repair shop. They mean extra thousands of trouble-free miles—greatest possible vehicle utility at lowest possible cost.



More than Two Million
Eaton Axles in Trucks Today!
Ask your truck dealer
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EATON

AXLE DIVISION
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PRODUCTS: Sodium Cooled, Poppet, and Free Valves • Tappets • Hydraulic Valve Lifters • Valve Seat Inserts • Jet Engine Parts • Rotor Pumps • Motor Truck Axles • Permanent Mold Gray Iron Castings • Heater-Defroster Units • Snap Rings • Springtites • Spring Washers • Cold Drawn Steel • Stampings • Leaf and Coil Springs • Dynamatic Drives, Brakes, Dynamometers

Circle No. 110 on Card, facing Page 49, for more information

OCTOBER, 1954

51

Boiler Room Racket Costs Businessmen Countless Millions

With election time rolling around, the local businessman is ripe for the telephone picking of the fraudulent campaign fund fraternities

EVERY warehouseman, trucker, or similar local businessman should be as familiar with the "boiler room" of the underworld as he is with the boiler room in his own establishment.

These boiler rooms are the nerve centers of the telephone racketeers who have talked unsuspecting businessmen out of countless millions of dollars since the telephone was invented.

The telephone bill for one such swindling outfit recently was found to be more than a half million dollars for a 10-month period.

During every election year the telephone parasites do particularly well as political campaign fund solicitors. Each "salesman's" take is estimated at \$500 a week.

During a recent election, Florian DeDonato, Jr., managing director of the California Intelligence Bureau, warned business men against "rush, last minute frantic appeals for political contributions, which may be made by political racketeers."

Contributors should be sure to whom their money is going. Legitimate party headquarters are listed in the phone book. Call them to verify any such requests.

Machinery for the boiler room manipulations go into operation with the acquisition of a state charter for a politically sounding organization, although in most cases charter members are not political figures.

Office space is then rented in the vicinity of the county building, and desks and a battery of telephones are installed.

Contributions of the victims are picked up by messengers, or runners, to avoid any difficulties with federal grand juries interested in mail frauds. The runners are mostly young men, unaware of the operation for which they have been hired at small salaries.

Listings are obtained of the easy touches and they are contacted by telephone at their business places. A typical conversation of some of these telephonies goes something like this:

"Mr. S——? This is Jim Doe, candidate for so-and-so county. I was looking over our records of contributions for the last election and found that you gave \$200.

"We know you certainly want to help us in this election, too, but I don't think you have to send us \$200. I think \$100 is sufficient. I'll send a messenger over now."

Should the businessman be an alert individual, he balks. In that case the spieler uses his pitch. He starts out by mentioning the boilers in the victim's plant, quickly explaining that he knows that they are in disrepair and could never pass inspection.

If he continues to balk, the caller bluntly informs the prospective contributor that if he doesn't lay some cash on the line for the campaign, an inspector will appear first thing in the morning to condemn the boilers, and the plant will have to close down.

The Payoff

This usually makes sense to the victim, and even though he is enraged at this out-and-out extortion, he digs in his pocket for a contribution. The spieler, who generally gets 40 per cent of all contributions, dispatches a runner to pick up the money.

Many of these political phone parasites keep themselves busy between election by making telephone calls to businessmen, informing them that they have inside information that the intended victim is going to be called for jury duty.

For a fee, they offer to fix everything and have the victim's name eliminated from the list.

Many attempted shakedowns of persons who had been subpoenaed or who were possible witnesses before senate and congressional hearings have been investigated. Those approached were told that for \$10,000 they would not be required to testify in open committee sessions. Of course, these attempts were made by telephone.

Every year businessmen are blackmailed out of millions of dollars by special Labor Day editions of fraudulent labor papers. These extortionist outfits threaten the victim with labor trouble if he doesn't make a contribution.

Businessmen who are threatened by extortionists of this nature have only one recourse—and fortunately it is an effective one—call the police. •

Men in the News . . .

(Continued from Page 16)

Motor Freight System. He succeeds George W. Shook, retired.

Transportation—Air



Paul A. Bissinger (left) and Robert E. Johnson (right) named to the Board of Directors, United Air Lines, Chicago, Ill. United also named E. L. Dare superintendent of cargo development, and R. L. Mangold superintendent of cargo sales.

—Highway

I. N. Weaver—new controller, Autocar Div., White Motor Co., with headquarters in Exton, Pa.

Wallace N. Barker—elected vice president and assistant to the president, Fruehauf Trailer Co.



Donald D. Conn, founder and executive vice president of the Transportation Association of America, died suddenly in Chicago Aug. 13. He was 60.

Maurice E. Sheahan—elected president, Johnson Motor Lines, Inc., Charlotte, N. C. He succeeds J. N. Johnson, founder of the firm, who died in June.



Paul Peck—named controller, Branch Motor Express Co., New York, N. Y. He comes to Branch from Empire Box Corp.

Walter Gonzenbach—new head of the Bottler Body Div., Herman Body Co., St. Louis, Mo. Herman also named Burton W. Mayfield head of the Refrigerated Body Div.

G. D. Partridge—transferred to district manager's position in Detroit, Mich., by International Harvester Co.

William H. French—new director of purchases, Trailmobile, Inc., Cincinnati, O. Trailmobile also named Charles H. Ducote as export manager.

Joseph C. Mathes—elected president, Louisville Highway Carriers Conference. He is Louisville terminal manager for Riss & Co.



Martin F. Beck—appointed general manager, Trailer Center, Inc., Philadelphia, Pa.

Thomas F. Brothers—appointed manager, Kearny (N. J.) Branch, Fruehauf Trailer Co.

—Rail

Albert F. Hatcher—named general industrial agent, Rock Island Lines, Chicago, Ill.

Robert Reid—promoted to director of public relations and sales, Ringsby System, Denver, Colo.

Harold J. McKenna—promoted to freight traffic manager—rates and divisions, Soo Line, with headquarters in Minneapolis, Minn.



Frank J. Jerome, New York Central vice president—retired July 31 after 40 years with the road.

Gene F. Cermak—named assistant director of development, Chicago & Eastern Illinois Railroad, Chicago, Ill.

—Water

Richard B. Swenson, an executive on the staff of the Virginia State Ports Authority—chosen port director for the Port of Gulfport.



Daniel W. Mandell—named director of operations, Port of New York Authority.

R. Vernon Whiteside—appointed to the Executive Committee of the Houston Port Bureau, Houston, Tex. M. A. Rowe has been named to the Houston Port Commission.

Charles R. Seal, director, Bureau of Transportation, State Ports Authority—appointed chairman of the Panama Canal Tolls Committee.

(Resume Reading on Page 21)

Safety Award



Stanley Toxel, operations manager for North American Van Lines, Inc., is shown with plaque received in the National Truck Safety Contest for 1953. Awards in the Household Goods Over-The-Road Division, Unlimited Mileage Class, were announced recently at Cincinnati by Jack Cole, president of ATA, as follows: Davidson Transfer and Storage, Baltimore, Md., first; North American Van Lines, Inc., second; Joern's Brothers Furniture Co., Stevens Point, Wis., third.

Industry Items

For the first time in transportation history California and Tennessee were connected by one direct motor carrier freight service when T.I.M.E., Inc., started its 2,004-mile operation between Los Angeles and Memphis on Sept. 13.

Passenger, mail and cargo volume carried by United Air Lines during August broke all previous records for the month.

Colson Corp., Elyria, Ohio, has opened sales offices and warehousing facilities in Union City, N. J.

United Air Lines has asked the CAB to extend the year-old experiment of shipping first class mail by air between Chicago and both Washington, D. C., and the New York-Newark area until Dec. 31, 1955.

Recently, in Milwaukee, officials from Harnischfeger Corp. and A. O. Smith Corp. met at a ceremony marking the 15,000th heavy-duty P&H crane built by Harnischfeger.

Estimated totals for the past fiscal year show that 26,200,000 tons of cargo moved across the Los Angeles Harbor's wharves, an increase of 1,437,413 tons over the preceding year's total.

Colson Canada Ltd., a wholly-owned subsidiary, has been formed by The Colson Corp., Elyria, Ohio, manufacturers of casters and material handling equipment.

Effective Sept. 15, Tom Papas Trucking Inc., Rock Island, Ill., will be known as Mid-Continent Terminal & Storage Co.

... Air Cargo Policy

(Continued from Page 25)

given to any action which is not based upon full consideration of results upon the overall national interest rather than upon the narrower concern of a selected group.

2. *Military and civil agencies should cooperate early in the development of all-new all-cargo aircraft. The low ton-mile cost aircraft so developed should be made available to civil operators at the earliest possible date consistent with military requirements.*

The objective of this statement is certainly one which appeals to everyone. Here again, though, we have some reservations.

The discussion in the report places emphasis upon governmental agencies as the groups mainly responsible for the development cycle of new all-cargo aircraft. We believe that the public interest and the aviation industry is better served by placing primary reliance upon private industry—the aircraft manufacturer in co-operation with the airline operator.

To the extent that the military is aware of the special needs and requirements for civil operations, it is most desirable to have aircraft developed which are suitable for civilian use even though primarily designed

for military needs. The industry, however, must be self-sustaining with respect to aircraft development and must be capable of creating aircraft that are suited to commercial operations.

We see the best arrangement for such air cargo aircraft development in terms of the type of partnership and co-operation between aircraft manufacturers and airline operators which resulted in the DC-3, DC-4, DC-6 and DC-7 series of transport aircraft. In this way, private enterprise can best create the equipment without burden to the government. This will not only serve the needs of commerce and industry, but will provide the bulwark of essential air transport equipment to back up the national defense requirements.

3. *Federal agencies should, within the framework of sound principles of supply management, expand their use of civil cargo airlift as it becomes available for routine, non-emergency use.*

There is no question but that a thorough study of government purchasing and distribution methods would disclose substantial advantages which can be realized by the government from increased use of

commercial air cargo on a regular basis. In such cases, a higher transportation cost may be more than offset by other savings which result in a lower overall cost to the government and thus to the taxpayer.

The trouble frequently arises, however, that the added transportation cost is incurred and charged against the appropriations of a certain Federal agency or department, whereas the savings involved may accrue to entirely different agencies.

The need here is for overall concern about net cost to the government considered in its entirety; and much attention is needed here. Done properly, not only is the air cargo industry given needed support without the volving subsidy, but the taxpayers save on overall governmental costs.

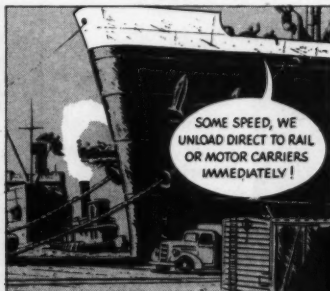
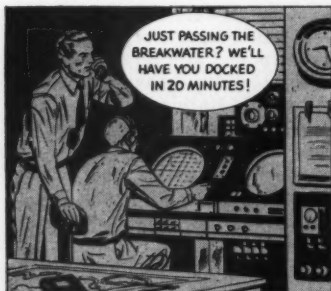
In considering this, we believe critical attention should be given to selection of types of air carriers to be used by such government agencies.

The Civil Aeronautics Act of 1938 provides that no new air transport enterprise shall begin business without a certificate of convenience and necessity issued by the Civil Aeronautics Board, upon a finding made after full hearing that there is need for the new service and that the proposed operators are fit to provide it.

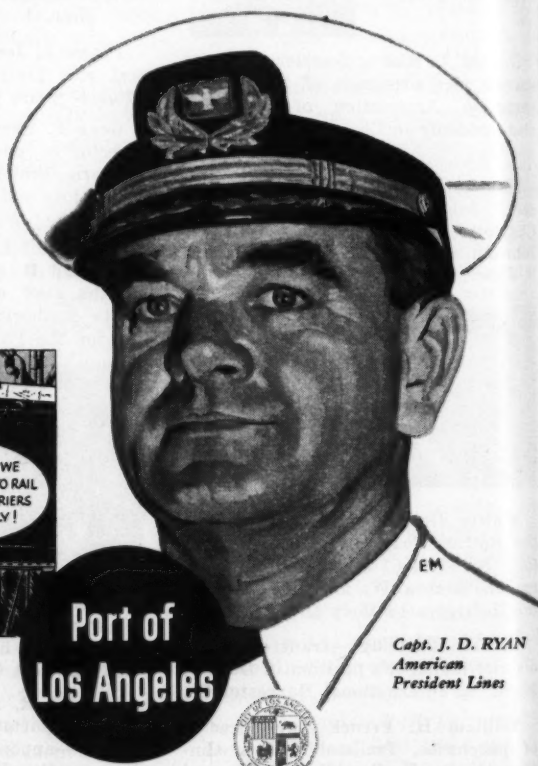
This provision in the law was not inserted for private benefit. It was inserted as one measure designed to contribute to the economic soundness

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of the industry, and to the maintenance of subsidy at a reasonable level.

The certificated scheduled airline system, both domestic and international, is an instrument of national policy. It is that system which carries the responsibility for public service to large cities abroad, and to the isolated but strategically important areas in foreign countries.

This system must operate on schedule for the traveling and shipping public. Whether the scheduled airplane has a full load or none, whether it is the peak traffic season or the off season, the service must be maintained.

Airline organizations are fixed and established. Their managements, their pilots, their mechanics, their meteorologists, and their engineers are readily accessible when the time comes for their use in a national emergency. Their aircraft are in first-class condition. Maintenance bases are unexcelled.

It is the certificated scheduled airline system upon which the public and the military establishment can, and do, place full reliance. It is thus vested with the highest public interest. This being the case, all government agencies should regard the segments of this system in that light, and should direct their efforts toward the strengthening of that system.

Government Traffic

Since the end of World War II, there have been countless examples of government agencies turning their back upon the certificated scheduled airline system. In the interest of protecting their own appropriations, these agencies have sought the service of tramp operators who are prepared, because they are subject to no public obligation, to provide transportation for the government at cut rates.

This is a practice which is manifestly unsound from the standpoint of the total public interest, and which the Air Coordinating Committee can bring to a halt.

In adopting this practice, government agencies have not only failed to take advantage of an opportunity to strengthen our certificated system but, in a great number of cases, actually have produced a waste of public funds.

4. A greater degree of stability should be given all-cargo carriers when certificated by the CAB by granting them certificates of sufficient duration to enable them to obtain adequate financing.

This fourth and final air cargo recommendation apparently is based on the discussion in the report which states, "The combined efforts of the combination passenger/cargo and the all-cargo airlines will be needed if we are to develop the type of air cargo

(Please Turn Page)



James Johnson, vice president of J. W. Johnson Co., positioning Magcoa Dockboard during talk with Magcoa representative

"Our Magcoa Dockboard speeds loading . . . pays for itself"

says James Johnson, Vice President, J. W. Johnson Co., canvas goods manufacturers, Bellwood, Ill.

"When we switched from heavy, make-shift steel plate to an engineered-for-us Dockboard, we chose Magcoa," says Mr. Johnson. "Our Magcoa Dockboard can be positioned quickly and easily by one man," he continues, "and when it's in position, its safety angle holds it there. Our powered equipment and operators handle loading and unloading in record time, and are then free for other handling jobs throughout the plant. We figure," says Mr. Johnson, "that our new Magcoa Dockboard will quickly pay for itself."

HERE'S THE SECRET behind the cost-cutting efficiency of J. W. Johnson Company's Magcoa Dockboard . . . and thousands of others like it across the country.

First, The Magcoa Representative personally checks all requirements: dock height, span, equipment underclearance, axle load, and many other factors that influence Magcoa Dockboard design and construction.

The next step is engineering—and Magcoa Engineers are materials handling experts. They utilize exclusive Magcoa design principles proved in thousands of successful installations . . . to make sure your Magcoa Dockboard will give the service expected, and more.

Then, Magcoa's mass-production plant takes over, where rugged angles and channel sections are welded to the bottom of Magcoa Dockboards . . . to give more than adequate structural strength and to lock the board securely between dock and carrier, regardless of the thrust of heavy, powerful lift trucks and pallet trucks.



Magcoa Dockboard in action under watchful eyes of Roy Gilbert, Buyer, Magcoa Representative and James Johnson.

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... Air Cargo Policy

(Continued from Preceding Page)

industry required by the national interest. However, the economic justification for any given all-cargo airline must be considered on its own merits. This being the case, the instability of the domestic certificated cargo lines because of their temporary certificates, becomes a serious problem."

The conclusion which is drawn here does not seem justified by the facts and experience to date. The dilution of traffic occasioned by the all-cargo airline operations actually has impeded rather than hastened progress.

For two years prior to 1949, certain air cargo operations were permitted under Exemption in order to gain experience in air cargo under conditions described by the CAB as "an experiment of great importance." But that experiment never was analyzed for results.

Instead, it was merged into the second air cargo experiment inaugurated by the decision in the Airfreight Case, which resulted in the issuance of temporary certificates, which were clearly intended to initiate an experiment in the promotion and development of airfreight traffic.

It is unmistakably clear that the carriers which received temporary certificates in the Airfreight Case

were to have experimental status. These experimental carriers were intended to participate in a test to be conducted under relatively stable conditions during a prescribed five-year period at the end of which the Board would review the experience fully.

It was repeatedly made clear that the five-year certificates were to cover a test period which would "supply evidence to chart the more distant course."

That test period expired August 12, 1954. Of the four carriers issued such temporary certificates, only two have survived, and these have concluded merger arrangements.

The plain and unmistakable fact is that an all-cargo operation, as such, is an uneconomic unit. The failure of two carriers to complete the five-year span is evidence, which is strongly supported by the fact that the remaining two seek possible economies of a merged operation in order to survive.

The Board's objectives or expectations were principally these:

1. That scheduled freight traffic would be developed far beyond the increase in traffic indicated by statistical projection.

2. That all-cargo carriers would be

specialists in their field and would concentrate on all-cargo service.

3. That a demand type of service would best develop the airfreight potential, and that service to demand points would in any event be adequate as required by Section 404 (a).

4. That rates would not advance and indeed might be reduced; and

5. That the all-freight carriers would supply a cost yardstick, and would accumulate traffic and other data which would contribute to the sound development of airfreight.

During the five years since the start of the experimental period, none of these objectives has been achieved nor have the applicants made a significant advance toward any of them.

Not only has the expected traffic development failed to reach the straight statistical projection contemplated by the Board as a minimum goal for the first four years of the experiment, but it had reached in 1952 less than 200 million ton-miles; whereas Slick forecast for the industry for this year was 1.2 billion ton-miles.

The second point anticipated these all-cargo carriers would be specialists. The Flying Tiger's scheduled freight revenues constituted only 26.1 per cent of its total revenues in 1952, and Slick's freight revenue was only 47.4 per cent of its total revenue, ac-

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cording to their own figures.

The thinking with respect to "demand type" service has been a failure too. For example, for at least eight months of 1952, for both Slick and the Tigers, not a single ton of airfreight was emplaned at any demand point listed by these carriers.

The fourth expectation of the Board in granting these temporary certificates concerned rates. Slick forecast that rates would fall to 9 cents per ton-mile by 1950. Instead, Slick's revenue per ton-mile has moved from 12.71 cents in 1947 to 14.42 cents in 1952, and Tigers' revenue per ton-mile for the same years advanced from 12.84 to 16.25 cents.

In accordance with the revised minimum rate order issued by the Board on October 21, 1953, freight rates were upped as high as 25 per cent. This action was taken at the request of Slick and the Tigers against the protest and objection of American, who was forced against their will, by CAB order, to institute such rate increases.

The final point was that the all-cargo operators would supply a cost yardstick.

On the contrary, the diverse operations of these two carriers have served only to complicate further the problems of allocation which exist in any multiple service operation. The record demonstrates that the different accounting methods followed prevent a comparison of their operations with each other or with the combination carriers.

The Public Interest

It appears that, based upon the record of the experiment, there is no need in the public interest for such a category of all-cargo carriers. The development of the airfreight industry can be accomplished best by those certificated passenger/cargo operators who can provide for its growth and encouragement without government subsidy and without the disruptive effect of a special class of operators which has no responsibility for the lean routes along with the lush routes.

Our principle point on this final policy recommendation is that the Air Coordinating Committee (exclusive of the CAB) has seen fit to anticipate the determination with respect to such certification of all-cargo carriers. The suggestion that certificates be granted for sufficient duration to enable arrangements for adequate financing, presupposes the justification for the existence of this group of carriers.

The results of the experiment, however, do not appear to us to warrant such a conclusion, and accordingly, we feel this final point of the Air Cargo Policy is not warranted.*

(Resume Reading on Page 26)

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Hardware Warehousing

(Continued from Page 29)

ing numbers, 3441 through 3447, are reserved for sub-divisions of compartment 3440.

Incoming Goods

Carload shipments are not checked. Quantities shown on invoices are assumed to be accurate. Lcl shipments are checked by the receiving clerk, as to the number of packages, and the storage department opens containers and checks against the factory in-

voice and the company's own order.

Pallet loads are taken to storage by fork trucks. Merchandise not handled on pallets is loaded from freight cars or trucks to floor conveyor trucks.

These trucks are put on the line and hauled to the respective storage areas. The area has been notified from the receiving dock, and when the trucks arrive they are taken off the line and merchandise stored.

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Order Processing

An individual order consists of one sheet for each section involved. If an order requires merchandise from three sections, there will be three sheets. Each sheet has written on it the total number of sheets and the numbers of sections.

An individual order is written in duplicate. The pink, or second copy, goes to the assembly department to be used in checking out the order. The white, or original, goes to the order fillers.

The entire white, or original copy, goes first to combined sections 7 and 8. This is shelf hardware, and usually takes longer to fill.

When merchandise from sections 7 and 8 has been assembled at the packing counter and handled, it is put on a floor conveyor truck along with the order sheet for those sections. The sheets for the other sections are distributed to the respective sections on the next trip of the messengers.

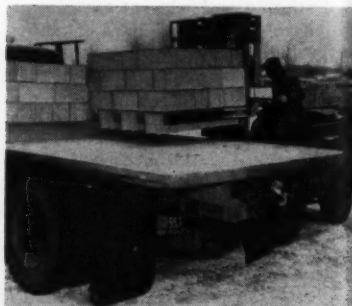
Each order is given an assembly department number while it is in sections 7 and 8.

This section has a set of rubber stamps numbered from 1 through 100, and two storage trays. Each morning, all stamps are assembled in order in one tray. The first order of the day has all sheets stamped No. 1 assembly area, and the stamp is put away in the second tray. The next order is stamped No. 2 and so on until the hundredth order comes through. Then the numbers start over, from No. 1, and the stamps are put in the first tray.

All segments of an order are brought together again at the assembly area. Bills of lading are made out and shipping tags run off on Addressograph plates. •

(Resume Reading on Page 30)

Reduces Loading Costs 88%



Cement Products Co. Reduces Loading Costs More Than 88 Per Cent with Block Forks: Equipped with special block forks, Towmotor LT-60 loads flat bed truck with six cubes of concrete blocks in just five minutes at the National Cement Products Co. The job formerly required 45 min. with manual methods. A fleet of lift trucks handle 14,400 blocks a day

... Traffic Man?

(Continued from Page 37)

or, for that matter, other administrative functions within his own organization, the more valuable a man he will be.

His value does not lie in the fact that he could then "take over" those operations of which he had a working knowledge, but in the fact that his knowledge would prepare him better to cooperate with the others, and operate as part of a team.

Traffic management, still in the process of evolution from knee breeches to long trousers, already has a successor—distribution management. The scope of distribution management is even wider than traffic, and bids fair to submerge the duties of all other departments, including management.

Thus, one function is not yet clearly defined, and already we have a new function to supersede it. This new function, by its name alone, will move goods not only through company channels, but also through the wholesaler and retailer, to the ultimate consumer.

The Traffic Function

Technicalities of transportation were responsible for the birth of traffic management. With the growing complexities of transportation, someone skilled in the ways of commercial movement of goods was needed as a specialist. Taking a page from the railroad book, he became known as the traffic manager.

It is in the area beyond the plant that the traffic manager originally was intended to function. It is in this area that he functions, or should function, best. It is in this area that he can do the most good. And it is in this area that his functions may be most clearly defined.

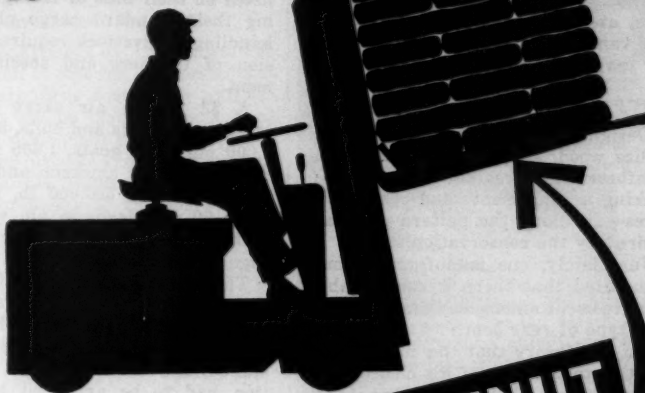
The traffic manager who looks back into his organization with the understanding that his function ends at the receiving platform and begins again at the shipping platform, will be less likely to overstep his bounds and encroach on operations better managed by other specialists.

His knowledge of the duties of other specialists should be used to produce cooperative, overall results that benefit his organization.

There is no attempt here to debunk the important traffic management function. It is more an essay of self-criticism, which is needed. Limitations of traffic management should be recognized before, instead of a specialist, the traffic man becomes a "general practitioner." •

(Resume Reading on Page 38)

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multiwall
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can give you these advantages:

- **Freedom from maintenance.** No nails or splinters to puncture the bags—the load does not tip, because the center of gravity is low.
- **End to costly car floor lining.** By the POKE-PAK way, it is only necessary to line the ends of the car.
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- **Pallet of great strength**—able to lift anything your fork truck will lift, yet so low in cost it can be thrown away after use.

MEAD Chestnut POKE-PAK is engineered to handle unit loads of bagged materials with any type fork lift truck. A sturdy rigid loading base, Chestnut POKE-PAK is manufactured from chestnut and other hardwood fibers. For complete information, write for descriptive brochure.

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board

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... Livestock Delivery

(Continued from Page 33)

from either side or the rear.

At destination, the van is steam-cleaned. Doors, of the double gasket type, are closed and cam-lock sealed. The van thus has been converted to a dry cargo freight vehicle.

Other Trailer Designs

Designs of other manufacturers utilize wood, steel framing and steel reinforcement, breather slots, double decking arrangements and other features—all along the pattern of ideas desired by the conservationists.

Just lately, one manufacturer has recognized that there is considerable disagreement among haulers as to the best type of rear door.

On the theory that the customer is entitled to the door of his choice, this manufacturer builds a livestock trailer that can be supplied without rear doors. The line, however, includes four types from which customers may choose.

The railroads and air cargo lines also are making innovations in their equipment to give "royal" accommodations to livestock.

Air cargo lines specializing in long distance hauls, like Pan American,

United Air Lines, and Flying Tiger, are finding livestock more frequently listed on their bills of lading. Adapting their standard cargo planes for handling of livestock requires conversion of interiors and special equipment.

A \$2 million air cargo of prize breeds—250 cows and bulls, 35 horses, 1,000 pigs, 150 goats, 1,600 sheep, 50 dogs and 4,000 chickens and turkeys—an estimated 300,000 lb, requiring 15 to 20 paneloads in all, was a recent shipment handled by the Flying Tiger Line.

The airline pulled two C-54 airfreighters out of its 14-plane fleet. Flooring and landing gear had to be braced, overseas fuel equipment installed, and extensive cabin modification had to be arranged to permit effective as well as safe loading.

A double-deck arrangement was created in the aircraft to permit two-floor loading of smaller livestock, such as sheep, goats, dogs, chickens and turkeys. Light but strong stall and halter innovations were worked out to keep horses, cows and bulls tethered securely but not dangerously so.

A recent shipment of 100 calves

from Los Angeles, Cal., to Enid, Okla.—a seven hour non-stop flight—was the largest single airlift of cattle handled by Flying Tiger. A C-46 airfreighter was modified to handle the shipment.

An enormous canvas bag was installed, covering the floor and three feet up each side of the aircraft, to protect the airframe from waste materials. A false flooring was laid to make the ribbed floor flush and give the calves solid footing. The cabin was divided into four sections, stanchions installed and cabin-width waist-high plywood gates hung so the calves could be bunched into groups of 20 and 30. The floor was covered with sawdust and straw.

Railroad Handling

Livestock moves in all directions on the nation's railroads and for all purposes. In 1952, the latest year for which complete statistics are available, 475,249 carloads of livestock were originated by the railroads. This included 287,408 cars of cattle and calves, 124,724 cars of swine and 63,117 cars of sheep and goats. Stated in tonnage, Class I railroads originated 5,180,224 tons of livestock shipments in 1952.

Although practically all Class I railroads participate in livestock transportation, six railroads carried



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nearly 45 per cent of the total movement in 1952. Ranked in order of tonnage originated, these six railroads are the Union Pacific; Atchison, Topeka & Santa Fe; Chicago, Burlington & Quincy; New York Central; Chicago, Milwaukee, St. Paul & Pacific; and Pennsylvania.

For use in providing livestock transportation, the railroads own and operate 42,600 stock cars. The railroads have installed almost 3,000 new stock cars in the eight postwar years at an average cost of \$5,000 each.

Railroad service for the movement of livestock is influenced to a great extent by various federal and state laws relating to transportation, quarantine and inspection.

New Metal Livestock Car

Union Pacific has placed 25 new metal livestock cars in regular service. The new cars replace the conventional type of livestock car with wood slats bolted to a structural steel framework. These slats required more frequent replacement than is anticipated with steel slats on the new cars.

Use of steel slatting also eliminates the possibility of injury to animals through breaks or splintering. The interior facing of the steel slats is sprayed with an insulating material which prevents adhesion of animal flesh to the metal in cold weather.

Perhaps one of the hardest problems

to conquer is that of assuring a non-slip permanent floor. Favored hauling practice is to bed the normal floor with four to six inches of sand, or in some cases a deep layer of straw. Neither method is entirely satisfactory because of difficulties of cleaning, disposal of litter, accumulation of moisture from animal waste.

Government Research

The Department of Agriculture has undertaken to test for a material that will assure firm footing to animals and that can be installed as a hard wearing, permanent flooring.

Another problem the Department of Agriculture is tackling is how best to prevent crowding of animals and the possibility of trampling and other injury-breeding movements that are apt to occur when fright, sudden braking or swerving causes animals to surge into dense formation within the cargo space.

Partitioning has been considered and used to some extent by the various transportation services, but nobody knows with certainty what kinds and what shapes of partitions are best nor when and how they should be used. Opinion differs, too, on how to install. Indications are that the forthcoming studies will throw helpful light on prevention of crowding as well as the matter of flooring. •

(Resume Reading on Page 34)

Most Specified for ORIGINAL EQUIPMENT POWER

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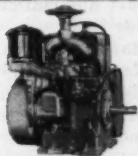
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Stencil is prepared in same operation as invoice or bill of lading



The new Weber Tab-On Stencil adheres over "ship-to" area. In one typing, forms and stencil are prepared. Stencil clips on Weber hand printer for addressing direct-on-container at a rate of 50 per minute.

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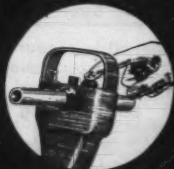
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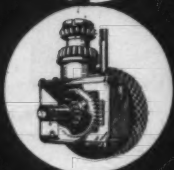
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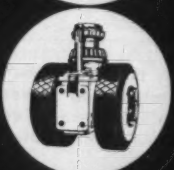
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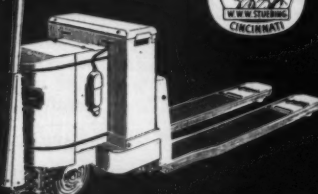
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Circle 121 on Readers' Service Card

... Refrigerated Warehouses

(Continued from Page 39)

ating with suction gas free of liquid and at the highest suction pressure possible to maintain operating temperatures.

Q. Do water conditioners cut down maintenance costs on condenser tubes in areas where well water is used for cooling.

A. This question can best be answered by citing the case of one refrigerated warehouseman operating under the above conditions. He installed a water conditioner and after nine months of operation, the condenser tubes, pipe lines, and jackets were as clean as the day he bought them. Previously, he had to clean his condenser tubes with a long steel brush, tear down his compressors and ream the interline about every three months.

Q. Has a complete and good method been developed for removing ice from freezer room floors?

A. The most common and reliable method is scraping. One warehouseman even uses a fork lift with a blade attachment to do the job. It is an unwise practice to use a strong solution of calcium chloride to remove the ice, since it tends to deteriorate the floor. However, one warehouseman has used a mild solution of calcium chloride successfully for a number of years.

Door Icing

Q. What can be done to prevent ice formation on freezer doors?

A. Various devices are being used to solve this problem. One warehouseman recently perfected and patented a device that automatically keeps freezer doors de-iced.

The device consists of a series of wires which run under a facing plate placed around the edge of the freezer door. It has thermostatic controls which allow just enough heat from the electric current to melt any ice and dry any condensation of moisture around the edge of the door.

Pallet Maintenance

Q. What are the most important factors to consider in proper maintenance of pallets?

A. Perhaps this can best be answered by referring to a survey conducted by one refrigerated warehouseman. To get the information he wanted, he went to those who know — his employees. He requested their thoughts on the prevention of pallet

damage. Following are some of the points they believe should bear watching:

1. Too much overhang of product is a prime cause of wrecking the bottom boards of two faced pallets. Approximately 7½ in. between boards must be allowed to allow for raising of a load. Where the overhang is too great this space is reduced and one or more of the bottom boards generally is pulled off by the rollers.

2. Boards are broken when loads are pulled out of holes and operators attempt to turn too quickly.

3. Rough handling of pallets by drivers and other employees.

4. Use of better wood in pallet construction is preferred. At the same time, if the stringers are flush with the outside of the pallet there is less damage.

Split Boards

Q. What other factors should be considered in the proper maintenance of pallets?

A. A large refrigerated warehouse points out that the bulk of its pallet maintenance centers on the replacement of split or broken boards caused by one of, or, a combination of:

1. Pallet loads carried by partially inserted forks.

2. Rough manual handling of unloaded pallets.

3. Improper method of loading barrels on pallets.

Commenting further, this refrigerated warehouse stresses the importance of purchasing pallets from a quality-conscious manufacturer and insisting on proper specifications such as:

1. Drive screw nails to eliminate pull out.

2. Sound hardwood for strength—no gum because it causes warping.

3. Staggered pre-drilled nail holes to prevent the fasteners from weakening or splitting the boards.

Q. What can be done to repair holes in concrete floors near elevators or unloading docks?

A. To solve this problem, most warehousemen agree that the use of cast iron grids in these areas of heavy wear is about the best method available. One warehouseman has pointed out that in 1937 grid plates were installed in his plant, between the elevators and wherever there was a large amount of truck movement. The grid plates are still there, with no noticeable wearing of the concrete floor. All the wearing has been absorbed by the grid plates. •

(Resume Reading on Page 40)

WAREHOUSING

May injured employee sue for damages in lieu of state compensation payment?

Recently a warehouseman wrote an interesting letter asking whether or not an injured employee can sue for damages instead of accepting compensation allowed by the State Workmen's Compensation Act. Recently a higher court rendered an unusually important decision on this point.

First, it is important to know that in some cases warehousemen have for many years paid premiums for state industrial insurance and yet heavy damage allowances, amounting to thousands of dollars, were awarded by the higher courts to injured employees, and in some instances in addition to the compensation allowed under the State Compensation Laws.

It is admitted that it is not the intentions of the state legislatures when enacting State Compensation Laws to permit injured employees to recover damages from their employers, in addition to the lawful compensation. Generally speaking, if warehousemen understand and abide by state compensation laws they have ample protection, and employees must accept the amount of compensation specified by the state laws.

On the other hand, failure of a warehouseman to abide strictly by these various state laws forfeits his usual legal rights to compel the injured employee to accept specified compensation.

For example, all state laws provide that in the event the employer fails to keep posted notice of insurance he has, no employee shall be deemed to have accepted the provisions of the workmen's compensation law and the employee may either accept compensation under the act or sue the employer, based upon common-law negligence, for damages.

For illustration, in *J— v. W— Co.*, 265 Pac. (2d) 1076, it was shown that an employee was seriously injured when attending to his regular work. He decided to sue his employer for damages, instead of accepting compensation provided by the State Workmen's Compensation Act.

The employee contended that he had this privilege because the employer failed to post or tack on the walls in the main offices, the insurance notice furnished by the State Industrial Compensation.

However, as the employee failed to positively prove that the employer failed to post this notice, the higher court held that the employee could not sue for damages but must accept the compensation allowable by the State Workmen's Compensation Act. This court said:

"Appellant (employee) having failed

WITHIN THE

By Leo T. Parker

Legal Consultant,
Distribution Age



to prove that the notices were not posted, is not entitled to maintain a common-law action of negligence in this case."

Nevertheless, this higher court clearly explained that if testimony had proved that the employer had failed to post the insurance notice on the conspicuous walls of his office, the employee could have sued and recovered heavy damages.

Hence, the law is established that an injured employee may sue and recover damages instead of accepting compensation specified by the State Workmen's Compensation Act, if facts are proved as follows:

That during the employee's employment prior to his injury the workmen's compensation notices or posters required by state laws were not posted at any place on the employer's premises; or if posted, the posters were not in conspicuous places.

The importance of this law is that if the warehouseman forgets to post these notices, or the Industrial Commission fails to send the notices to the warehouseman, the latter is guilty of violating the law and the employee need not accept compensation payments for his injuries, but he can sue for damages.

Does warehouseman forfeit protection rights by failure to comply with state laws?

Another point of law is that a warehouseman automatically forfeits his rights to protection against suits for damages by injured employees by failure to comply with state laws regulating installation and operation of safety devices.

A review of compensation laws in different states discloses that employers who have faithfully paid State

Compensation Insurance premiums may be sued by employees who are injured either wilfully or because the employer has in some manner failed to comply with lawful requirements for the protection of the lives and safety of employees.

Failure to comply with lawful requirements for the protection of the lives and safety of employees means that the employer did not provide safety devices, guards, or other structures required by state laws.

State law is constitutional which exempts certain carriers from PUC regulation.

Considerable discussion has arisen from time to time over the legal question: Is a state law unconstitutional which exempts certain motor vehicles from control and regulation of the Public Service Commission? According to a late higher court the answer is no.

For example, in *E— Storage & Transfer Co. v P—*, 116 N. E. (2d) 868, the testimony showed facts as follows: The *E— Storage & Transfer Co.* contested the validity of Section 3 of a state law which exempts from regulation and control of the Public Service Commission all motor vehicles used for the transportation of agricultural supplies, livestock, and agricultural products.

It is interesting to observe that the higher court held the law valid, and said:

"We hold that Section 3 was intended to do no more than to emphasize the exemption of those who are not engaged in the business of motor transportation for hire but who haul their own agricultural supplies and commodities, and that it is, therefore, (Please Turn to Page 68)

Warehouse SPOTLIGHT

Warehouse Expansion

Westergard Transfer & Storage Co., Idaho Falls, Idaho, has added a new 40,000 sq ft building to its string of three warehouses. The new building has 105 individual storage bins, with sliding doors.

Bekins Moving & Storage Co., Ltd., of Vancouver, B. C., has purchased the James Storage & Cartage Co., Ltd., of Calgary, Alberta.

Flushing Storage & Warehouse Co., Flushing, N. Y., has been sold through a transfer of stock to Stanley and Jerry Cirker, who operate the Grammery & Hayes storage warehouses, in Manhattan.

A new 4-story building, claimed to be the largest warehouse in the South for storage of household goods, office records, and office equipment, has been completed by Wald Transfer & Storage, Houston, Tex.

Terminal Refrigerating Co., Los Angeles, Cal., recently previewed its new 800,000-cu ft River Plant freezer warehouse.

Citrus, Inc., has started construction of \$1,250,000 concentrate plant in Haines City, Fla. The plant, designed to handle frozen vegetables as well as frozen citrus products, will be ready for operation this Fall. President of the new firm is Emory Cooke, Atlanta, Ga.

—DA—

Anniversaries

Recent anniversaries celebrated by warehouse concerns include: Binyon-O'Keefe Storage Co., Fort Worth, Tex., 80th; Hansen Storage Co., Milwaukee, Wis., 50th; Thompson's Moving & Storage, Oklahoma City, Okla., 50th.

The Big Move



For some 31 years Ohrbach's Department Store had been a landmark on New York's famous Union Square. When the firm decided to move its entire operation to a new site on 34th st. this summer, Sofia Brothers, Inc., was engaged. The bulk of the move was completed over a single weekend. Sofia used 90 employees in three shifts, 15 vans, 992 dollies, 2,000 book boxes, and other specialized equipment

Men in the Spotlight



John Sloan Smith (left) was elected president, and Don F. Kenworthy named executive vice president by Aero Mayflower Transit Co., Indianapolis, Ind.

Tom Petty, former vice president of Kings Van & Storage, Oklahoma City, Okla., has been named Southwest Div. manager by Atlas Van Lines, of Chicago. Atlas also named Lesley T. Sharpe Eastern-Midwest field representative, and Howard Breffle assistant to the general manager.

Alfred J. Crooks, executive vice-president, Crooks Terminal Warehouses, Chicago, Ill., elected president Second Div. (Indian Head) Assn. (Marines).



Wilbur R. Andreson, controller of Bekins Van & Storage Co., has been elected secretary of the Los Angeles Control of the Controllers Institute of America.

George C. Harris, executive vice president of Harris Moving & Storage Co., Houston, Tex., has been elected president of the Houston Movers Assn.

John Keogh, of Buffalo, N. Y., assumed duties Sept. 13 as assistant director of storage, distribution, and disposal in the office of the Assistant Secretary of Defense for Supply and Logistics.

—DA—

Mayflower Expands

Mayflower Warehousemen's Assn. has announced the following new members: Caldwell Bonded Warehouse, St. Petersburg, Fla.; Rowe Transfer & Storage Co., Knoxville, Tenn.; Underhill Transfer, Yuma, Ariz.; Sarasota Transfer & Storage Co., Sarasota, Fla.; Scarsdale Van & Storage Co., White Plains, N. Y.; Hamilton Transfer, Storage & Feed, Torrington, Wyo.

For Additional Warehouse News, See Chuting the News, Washington DA and Within the Law

and Firms are Arranged Alphabetically

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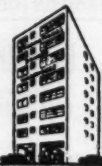
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MEMBER: A.W.A.

Within the Law . . .

(Continued from Page 63)

not subject to the constitutional insufficiencies contended for."

Compensation laws demand injury be work-connected for payment of claims.

Generally speaking, an employee cannot recover compensation for a heart attack.

For example, in *W— v. H— Co.*, 265 Pac. (2d) 470, it was shown that a warehouse employee was injured when he was standing on a truck stacking canned goods, and a case of cans fell from the top of the stack, and struck him on his chest knocking the breath out of him.

Approximately a month later while the employee was attending a ball game he had a heart attack. Although he contended that he should receive compensation from the State Work-

men's Compensation Act for the injury, the higher court refused to recommend the award, saying:

"There was competent evidence to support the finding of the State Industrial Commission that the accident did not cause this disability. This, in effect, was the finding of the State Industrial Commission."

TRANSPORTATION

During a recent trip through the Southern states, the writer talked personally with officials and employees of common carriers. One subject which was discussed on several occasions involved the legal right of carriers to limit their liability for lost, destroyed and damaged merchandise during interstate transportation.

Any lawyer may, by referring to

Sheppards, and the identification keys in the hereinafter cited cases, "run down" all relevant higher court decisions on any particular point of law herein discussed.

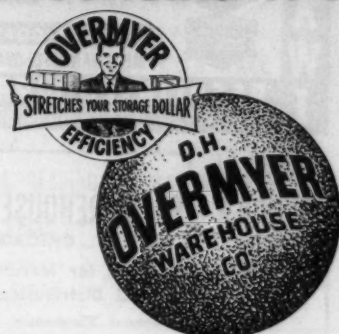
Are carriers liable for damages involving employee negligence?

First, it is important to know that a common carrier cannot enforce any limitation of its liability for loss or damage to shipped merchandise, unless it proves that it fully complied with all valid laws regulating carriers' limitation of liability, and the loss or damage did not result from negligence of its employees.

For example, in *C— v. H—*, 198 P. (2d) 42, the higher court held: A common carrier can limit its liability for loss or damage to transported goods interstate only by compliance with the Interstate Commerce Act, and rules and regulations of the ICC. This court also held that (Please Turn to Page 70)

and Firms are Arranged Alphabetically

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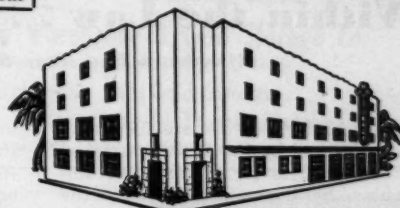
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Within the Law . . .

(Continued from Page 68)

if the carrier's tariffs are filed with and approved by the ICC the shipper is obligated, under ordinary circumstances, by clauses which limit the carrier's liability, although the shipper had no knowledge of the limitation clauses.

Also, see in R— Co. v. S— Co. 62 N. E. (2d) 200. Here it was shown that a common carrier complied with all laws and keeps on file in the office of the ICC a copy of its published "Rules and Regulations Tariff." One of these rules states that goods not exceeding 150 lbs in weight shall be valued not in excess of \$25 unless a greater sum be declared by the shipper, and excess valuation charges are paid by the shipper according to tariff regulations.

A shipper failed to declare that the value of the shipment was in excess of \$25, although the value of the shipment was considerably more.

In later litigation the higher court held the carrier liable for only \$25 for loss of shipped merchandise. This court held that as the carrier's rules are on file in the office of the ICC it was the legal duty of the shipper to

inspect these rules and thereby learn that the limitation clause was on file. In other words, the carrier is not ordinarily obligated to, orally or in writing, inform the shipper that its liability is limited.

Does limitation clause in receipt absolve carrier of liability in damage suits?

Higher courts consistently hold that a common carrier may limit its liability for loss or damage to shipped merchandise by giving the shipper a written ticket or receipt having a limitation clause printed thereon, provided the carrier has complied with valid laws regulating such tickets or receipts, and also the shipper may have full coverage by paying an additional fee.

For example, in F— v. R— E— A—, 163 Fed. (2d) 998, it was shown that valuable merchandise was delivered to a common carrier for transportation. It was lost or stolen in transit. At the time the merchandise was accepted for shipment a receipt was given which contained the following clause:

"In consideration of the rate charged for carrying said property, which is dependent upon the value thereof and is based upon an agreed valuation of not exceeding \$50 for any shipment of 100 lbs or less, unless a greater value is declared at the time of shipment, the shipper agrees that the company shall not be liable in any event for more than \$50 for any shipment of 100 lbs or less, unless a greater value is stated herein . . ."

The testimony showed that the carrier had filed with the ICC its tariff schedules and rules governing shipments.

The higher court held that since the shipper had not notified the carrier that the value of the equipment was more than \$50, the shipper could not recover more than \$50 for loss of the merchandise whose value was near \$5,000.

Also, see A— A—, Inc. v. S—, 189 Pac. (2d) 412. Here it was shown that a common carrier filed with the ICC a tariff which limited its liability for lost or destroyed merchandise to \$25, unless a greater value was declared. A receipt given the shipper also contained this information. The merchandise was lost and the shipper

(Please Turn to Page 90)

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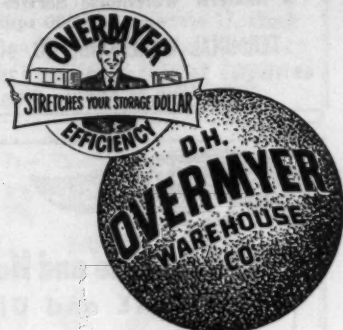
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Within the Law . . .

(Continued from Page 70)

sued the carrier for several hundred dollars, the value of the merchandise, plus incidental expenses.

The higher court refused to hold the carrier liable for more than \$25, saying:

"Plaintiff's (shipper's) failure to read the limitation does not excuse him from the legal effect of the limitation . . ."

Is it carrier's responsibility to give shipper full data on insurance and rates?

A leading higher court held that a carrier is rendered liable for full value of lost merchandise, if the company's agent fails to give an inquisitive shipper full and complete information as to his right to pay increased rate and obtain full protection against loss, theft or destruction of the merchandise during transportation.

For example, in *N— v. H—*, 50 S. E. (2d) 831, the testimony showed facts as follows: A shipper stated to a carrier's agent: "Don't you want me to sign something here?" The agent's reply was, "No, we don't do that way."

In other words, the carrier's agent did not offer the shipper an opportunity to declare the value of the merchandise, and pay additional amount for full protection against its loss or destruction.

The merchandise was lost in transit and the shipper sued the carrier for full value of the merchandise. During the trial the carrier proved that it had on file with the ICC a tariff

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which states that unless the shipper declares that the merchandise has a value greater than \$100 and pays the carrier 10¢ for each additional \$100 value, the carrier shall not be liable for more than \$100, although more valuable merchandise is lost, stolen or destroyed.

The higher court held the carrier liable for full value of the merchandise, and explained that as the shipper was inquisitive and expressed a desire to know all details, the carrier's agent was negligent in failing to tell the shipper that he could have full protection by paying an additional fee.

Also, see *L— v. S—*, 175 S. W. (2d) 701. Here a shipper demanded that his goods be "insured" for their full value. The carrier's limitation of liability clause was held invalid because the carrier's agent stated to the shipper that there only was one rate and valuation under which the shipment could be made. The court held:

"It, of course, is not essential that the carrier actually extend to the shipper by words or call his attention to the alternative rate and valuation provisions of its tariff, and it is sufficient that the carrier has the alternative rates on file, if the shipper would have been given a choice if he demanded it."

(Resume Reading on Page 64)

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Letters to the Editor . . .

(Continued from Page 10)

and private trucks have seen fit to make on only some of it, they have been prevented from holding onto a large mass of tonnage which, except for restraint from the regulators, they could easily have held.

The virtually unregulated contract and private carriers go out after the attractive part of the common carrier's traffic, leaving only the unattractive part to the common carrier which in many instances keeps them, particularly the railroads, in the small-lot carrying business, where they are economically inferior to other agencies.—John R. Frederick, DA Transportation Consultant.

Lien on Goods

To The Editor:

In your issue of November, 1953, you stated that right to a lien on goods was relinquished when goods are delivered, also if delivery is made, the transportation company cannot take possession of part of the shipment to satisfy his lien on the goods. However, the question arises: If, during the course of delivery of the goods, the transportation company driver finds out that the customer does not intend to pay the charges, can he lawfully hold the remainder of the shipment which has not been unloaded off the truck, and place a lien on it to satisfy his charges?

G. Rathbun

Settle's Van & Storage
Hayward, Cal.

It is my opinion, under the circumstances indicated, that the driver can

lawfully hold the remainder of the shipment and have a valid lien. However, I have for many years written up all higher court litigations on this subject of law, but I have no record of a case exactly to the point of your inquiry. Soon I shall locate and publish a new higher court decision on this law.—Leo T. Parker, DA Legal Consultant.

(Resume Reading on Page 13)

Handle With Care



Seven of the largest sheets of glass ever cast in America are shown being unloaded at a Pennsylvania Railroad freight station in Manhattan following safe arrival from Butler, Pa., where they were specially made for the new branch office of the Manufacturers Trust Co. They were part of a recent shipment of 22 record-size windows, each measuring 22x10 ft. of half-inch thickness and weighing 1500 lb

Trap-to-Table . . .

(Continued from Page 41)

of Tokeland, Wash., has invented a new machine in which crab meat is removed from the shell by a flotation system. When this method is used, crab meat and shell are immersed in a 95 per cent brine. The shell goes to the bottom of the vat and the crab meat rises to the surface.

Crab meat as well as some of the salmon, anchovies and oysters that are not canned, frequently are smoked. Meat is placed in boxes and wheeled into giant smoke ovens that are heated by steam coils and filled with smoke from alder or applewood branches.

The temperature is raised to 160 deg so that the seafood is well cooked. There is a peep hole in the rear of the oven, through which an attendant can see the manner in which the smoking process is progressing.

When the meat is properly smoked for about two hours, it is placed in cans and shipped to markets in all parts of the world.

In recent years, the tendency has been to give crab meat a quick freeze as it is brought from the ocean, since the public demands a fresh product in preference to a canned one.

Crab distributors use motor freight as their principal means of transportation because the product can travel directly from cannery to market with a minimum of intermittent handling.

Some rail and water shipments are made, and over long distances where speed is the chief consideration, air transportation is used. •

(Resume Reading on Page 42)

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